

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,346,174	2,256,495	89,679	4.0	4,658,063	4,732,006	(73,944)	(1.6)	141,617	146,644	(5,027)	(3.4)
Single-Piece Cards	77,049	85,971	(8,923)	(10.4)	220,658	254,315	(33,657)	(13.2)	1,411	1,624	(213)	(13.1)
Total Single-Piece Letters and Cards	2,423,223	2,342,467	80,756	3.4	4,878,721	4,986,321	(107,600)	(2.2)	143,027	148,268	(5,241)	(3.5)
Presort Letters	3,606,975	3,483,034	123,942	3.6	9,219,596	9,349,391	(129,795)	(1.4)	526,073	518,113	7,960	1.5
Presort Cards	141,387	138,044	3,343	2.4	544,820	566,544	(21,724)	(3.8)	4,448	4,625	(177)	(3.8)
Total Presort Letters and Cards	3,748,363	3,621,078	127,285	3.5	9,764,417	9,915,936	(151,519)	(1.5)	530,521	522,738	7,783	1.5
Flats	593,563	571,645	21,917	3.8	420,455	428,376	(7,921)	(1.8)	86,135	87,080	(945)	(1.1)
Parcels	138,865	132,480	6,384	4.8	53,140	55,752	(2,612)	(4.7)	16,106	17,428	(1,322)	(7.6)
Domestic Negotiated Serv. Agreement Mail	0	14,986	(14,986)	(100.0)	0	50,849	(50,849)	(100.0)	0	3,194	(3,194)	(100.0)
Outbound First-Class Mail International	77,623	66,918	10,705	16.0	52,336	46,643	5,694	12.2	2,873	2,555	319	12.5
Inbound Intl. Letter-Post Single-Piece & NSA Mail	86,695	65,638	21,056	32.1	84,621	74,243	10,378	14.0	28,685	24,208	4,477	18.5
First-Class Mail Fees	38,909	31,122	7,787	25.0	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,107,239	6,846,336	260,903	3.8	15,253,689	15,558,119	(304,430)	(2.0)	807,347	805,471	1,876	0.2
Standard Mail:												
High Density and Saturation Letters	227,167	207,977	19,190	9.2	1,508,094	1,470,524	37,571	2.6	62,856	78,435	(15,579)	(19.9)
High Density and Saturation Flats & Parcels	508,689	485,273	23,416	4.8	2,801,753	2,798,510	3,243	0.1	511,876	524,498	(12,622)	(2.4)
Carrier Route	558,784	559,568	(783)	(0.1)	2,064,140	2,166,760	(102,620)	(4.7)	450,186	495,380	(45,194)	(9.1)
Letters	2,498,133	2,346,505	151,628	6.5	11,915,888	11,707,275	208,613	1.8	601,242	625,590	(24,348)	(3.9)
Flats	511,247	525,032	(13,785)	(2.6)	1,245,073	1,361,302	(116,229)	(8.5)	326,094	348,777	(22,683)	(6.5)
Parcels	17,820	16,870	950	5.6	17,401	17,509	(108)	(0.6)	6,236	5,769	467	8.1
Every Door Direct Mail Retail	34,748	34,100	647	1.9	198,557	213,127	(14,570)	(6.8)	25,185	27,033	(1,848)	(6.8)
Domestic Negotiated Serv. Agreement Mail	15,941	52,757	(36,816)	(69.8)	66,401	269,517	(203,116)	(75.4)	13,498	11,543	1,954	16.9
Inbound Intl. Negotiated Serv. Agreement Mail	0	33	(33)	(100.0)	0	49	(49)	(100.0)	0	18	(18)	(100.0)
Standard Mail Fees	12,301	11,975	326	2.7	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,384,830	4,240,090	144,740	3.4	19,817,308	20,004,574	(187,265)	(0.9)	1,997,173	2,117,044	(119,871)	(5.7)
Periodicals Mail:												
In-County	16,525	16,111	414	2.6	144,949	149,143	(4,194)	(2.8)	41,457	42,858	(1,401)	(3.3)
Outside County	385,513	380,821	4,693	1.2	1,320,741	1,353,037	(32,296)	(2.4)	518,408	551,447	(33,039)	(6.0)
Periodicals Mail Fees	3,009	1,116	1,893	169.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	405,048	398,048	6,999	1.8	1,465,690	1,502,180	(36,490)	(2.4)	559,865	594,305	(34,440)	(5.8)
Package Services Mail:												
Parcel Post / Alaska Bypass	9,008	8,158	849	10.4	345	333	12	3.5	23,256	22,462	794	3.5
Inbound Intl. Surface Parcel Post (at UPU Rates)	5,027	4,687	340	7.3	211	212	(1)	(0.4)	4,291	3,884	407	10.5
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	50,204	45,870	4,334	9.4	61,662	56,564	5,099	9.0	96,082	85,770	10,312	12.0
Bound Printed Matter Parcels	76,117	72,218	3,899	5.4	57,790	55,961	1,829	3.3	142,194	140,890	1,304	0.9
Media and Library Mail	77,877	85,020	(7,143)	(8.4)	20,893	24,654	(3,761)	(15.3)	53,996	62,902	(8,906)	(14.2)
Package Services Mail Fees	703	647	55	8.5	-	-	-	-	-	-	-	-
Total Package Services Mail	218,934	216,600	2,334	1.1	140,902	137,724	3,177	2.3	319,819	315,908	3,911	1.2

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	81,222	243,416	(162,194)	(66.6)	32,410	41,319	(8,909)	(21.6)
Free Mail	-	-	-	-	12,231	14,754	(2,524)	(17.1)	6,065	6,830	(765)	(11.2)
Total Market Dominant Mail	12,116,050	11,701,074	414,977	3.5	36,771,041	37,460,767	(689,726)	(1.8)	3,722,679	3,880,878	(158,198)	(4.1)
Ancillary Services:												
Certified Mail	166,642	184,385	(17,743)	(9.6)	50,506	59,483	(8,977)	(15.1)				
Collect on Delivery	759	1,031	(272)	(26.4)	76	110	(35)	(31.5)				
USPS Tracking	13,005	12,698	307	2.4	716,418	618,530	97,888	15.8				
Insurance	21,065	22,701	(1,636)	(7.2)	4,123	5,131	(1,008)	(19.7)				
Registered Mail	7,518	7,353	165	2.2	425	435	(10)	(2.3)				
Return Receipts	90,851	90,793	57	0.1	37,912	39,154	(1,242)	(3.2)				
Stamped Envelopes and Cards	2,072	2,574	(502)	(19.5)	-	-	-	-				
Other Domestic Ancillary Services	17,217	21,122	(3,905)	(18.5)	6,532	7,856	(1,324)	(16.8)				
International Ancillary Services	10,362	8,895	1,467	16.5	6,548	5,905	643	10.9				
Total Ancillary Services	329,491	351,552	(22,060)	(6.3)	822,541	736,605	85,936	11.7				
Special Services:												
Money Orders	40,760	36,800	3,960	10.8	23,398	24,670	(1,272)	(5.2)				
Post Office Box Service	94,968	95,162	(194)	(0.2)	7,333	7,610	(277)	(3.6)				
Other Domestic Special Services	33,825	31,633	2,192	6.9	416	416	0	0.0				
Other International Special Services	2	1	1	187.8	219	76	143	0.0				
Total Additional Special Services	169,555	163,595	5,960	3.6	31,366	32,773	(1,406)	(4.3)				
Total Market Dominant Services	499,046	515,147	(16,101)	(3.1)	853,907	769,378	84,529	11.0				
Total Market Dominant Mail and Services	12,615,096	12,216,220	398,876	3.3								
Other Market Dominant Revenue	357,838	157,524	200,314	127.2								
Deferred Revenue Prepaid Postage Change in Es	0	1,315,689	(1,315,689)	(100.0)								
Total Market Dominant Revenue	12,972,934	13,689,434	(716,499)	(5.2)								
									Service Transactions			
									U.S. Postal Service Mail			
									Quarter 4, FY 2014 1/			
									=====			
									Ancillary Services		2,701	
									Other Services		390	
									Total		3,091	

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express	178,696	187,397	(8,701)	(4.6)	8,832	9,195	(362)	(3.9)	8,966	8,389	577	6.9
First-Class Package Service:												
Total First Class Package Service	365,050	318,301	46,749	14.7	155,500	143,733	11,767	8.2	53,992	49,354	4,638	9.4
Standard Post Mail:												
Total Standard Post	102,861	124,444	(21,583)	(17.3)	7,260	8,769	(1,508)	(17.2)	44,021	61,515	(17,494)	(28.4)
Priority Mail:												
Total Priority Mail	1,621,675	1,530,898	90,776	5.9	218,901	209,658	9,243	4.4	491,055	437,099	53,957	12.3
Parcel Select Mail:												
Total Parcel Select Mail	625,631	520,213	105,418	20.3	365,737	316,480	49,257	15.6	621,699	509,492	112,207	22.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,923	30,419	3,504	11.5	13,631	12,424	1,207	9.7	41,431	37,644	3,787	10.1
International Mail:												
Outbound Priority Mail International	199,173	216,922	(17,749)	(8.2)	4,038	4,479	(441)	(9.8)	25,797	27,033	(1,236)	(4.6)
Outbound International Expedited Services	65,389	68,517	(3,128)	(4.6)	1,079	1,193	(114)	(9.5)	6,228	5,574	654	11.7
Other Outbound International Mail	217,122	213,376	3,746	1.8	56,431	59,273	(2,842)	(4.8)	21,257	20,772	485	2.3
Inbound International	49,204	45,772	3,433	7.5	3,088	3,169	(81)	(2.5)	19,116	18,821	295	1.6
International Mail Fees	12	10	2	18.3	-	-	-	-	-	-	-	-
Total International Mail	530,900	544,597	(13,697)	(2.5)	64,636	68,113	(3,477)	(5.1)	72,398	72,200	198	0.3
Total Competitive Mail	3,458,735	3,256,269	202,466	6.2	834,497	768,371	66,126	8.6	1,333,563	1,175,693	157,870	13.4

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013	Percent	FY 2014	FY 2013	FY 2014 over FY 2013	Percent	FY 2014	FY 2013	FY 2014 over FY 2013	Percent
Ancillary Services:												
Other Domestic Ancillary Services	430	521	(91)	(17.4)	82	97	(16)	(16.1)				
International Ancillary Services	1,640	1,646	(6)	(0.3)	349	321	29	8.9				
Total Ancillary Services	2,070	2,167	(96)	(4.4)	431	418	13	3.1				
Special Services:												
Premium Forwarding Service	4,010	3,608	402	11.2	216	195	21	10.7				
Intl. Money Orders & Money Transfer Service	243	258	(16)	(6.0)	35	31	4	12.7				
Other Domestic Special Services	159,561	162,779	(3,218)	(2.0)	21,853	25,132	(3,279)	(13.0)				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	163,814	166,645	(2,831)	(1.7)	22,104	25,358	(3,254)	(12.8)				
Total Competitive Services	165,884	168,812	(2,928)	(1.7)	22,535	25,776	(3,241)	(12.6)				
Total Competitive Mail and Services	3,624,620	3,425,081	199,539	5.8								
Other Competitive Revenue	13,736	23,860	(10,125)	(42.4)								
Total Competitive Revenue	3,638,355	3,448,941	189,414	5.5								

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	15,574,785	14,957,343	617,443	4.1	37,605,539	38,229,138	(623,599)	(1.6)	5,056,242	5,056,570	(328)	(0.0)
Total All Services	664,930	683,959	(19,028)	(2.8)	876,442	795,154	81,288	10.2				
Total All Mail and Services	16,239,716	15,641,301	598,415	3.8								
Total All Other Revenue	371,574	181,385	190,189	104.9								
Total Deferred Revenue Change in Estimate 7	0	1,315,689	(1,315,689)	(100.0)								
Total All Revenue	16,611,290	17,138,375	(527,085)	(3.1)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Inbound Intl. Surface Parcel Post (at UPU Rates) moved from market dominant to competitive product as of August 19, 2014. Due to the complexities involved in calculating activity for portions of a postal quarter, the RPW will not reflect this reporting change in Fiscal Year 2014.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

7/ In FY2013, this amount represented a decrease in Forever Stamp deferred liability due to a change in accounting estimate.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
			Change				Change				Change	
	Quarter 4 YTD FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	Quarter 4 YTD FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	Quarter 4 YTD FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,128,812	10,127,756	1,055	0.0	20,599,377	21,452,191	(852,814)	(4.0)	631,655	665,789	(34,133)	(5.1)
Single-Piece Cards	319,123	350,840	(31,718)	(9.0)	924,941	1,049,318	(124,377)	(11.9)	5,911	6,700	(789)	(11.8)
Total Single-Piece Letters and Cards	10,447,934	10,478,596	(30,662)	(0.3)	21,524,319	22,501,509	(977,190)	(4.3)	637,566	672,488	(34,922)	(5.2)
Presort Letters	14,630,387	14,319,590	310,797	2.2	37,994,999	38,724,894	(729,895)	(1.9)	2,136,760	2,101,442	35,317	1.7
Presort Cards	558,757	586,936	(28,179)	(4.8)	2,198,318	2,419,290	(220,972)	(9.1)	17,946	19,750	(1,804)	(9.1)
Total Presort Letters and Cards	15,189,144	14,906,526	282,618	1.9	40,193,317	41,144,184	(950,867)	(2.3)	2,154,706	2,121,193	33,513	1.6
Flats	2,491,587	2,513,590	(22,003)	(0.9)	1,782,673	1,894,563	(111,890)	(5.9)	366,376	386,519	(20,143)	(5.2)
Parcels	590,871	578,772	12,099	2.1	233,115	247,203	(14,087)	(5.7)	71,316	77,210	(5,894)	(7.6)
Domestic Negotiated Serv. Agreement Mail	38,975	75,357	(36,381)	(48.3)	103,014	213,535	(110,521)	(51.8)	6,324	13,614	(7,290)	(53.5)
Outbound First-Class Mail International 5/	307,871	457,641	(149,771)	(32.7)	215,536	231,475	(15,939)	(6.9)	11,366	28,179	(16,813)	(59.7)
Inbound Intl. Letter-Post Single-Piece & NSA Mail Fees	337,639	281,441	56,198	20.0	400,500	387,712	12,788	3.3	117,790	99,980	17,810	17.8
First-Class Mail Fees	167,255	136,163	31,091	22.8	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	29,571,276	29,428,086	143,190	0.5	64,452,475	66,620,182	(2,167,707)	(3.3)	3,365,444	3,399,183	(33,739)	(1.0)
Standard Mail:												
High Density and Saturation Letters	879,737	805,189	74,548	9.3	5,970,133	5,711,635	258,499	4.5	248,105	252,744	(4,639)	(1.8)
High Density and Saturation Flats & Parcels	2,005,555	1,929,850	75,706	3.9	11,278,630	11,337,794	(59,164)	(0.5)	2,036,896	2,050,963	(14,067)	(0.7)
Carrier Route	2,364,040	2,372,735	(8,695)	(0.4)	8,980,119	9,507,627	(527,508)	(5.5)	1,951,040	2,026,806	(75,765)	(3.7)
Letters	9,811,478	9,263,676	547,802	5.9	47,571,876	46,754,273	817,603	1.7	2,424,081	2,410,834	13,247	0.5
Flats	2,037,354	2,134,129	(96,775)	(4.5)	5,054,395	5,568,019	(513,625)	(9.2)	1,292,885	1,398,222	(105,337)	(7.5)
Parcels	67,967	70,315	(2,348)	(3.3)	65,846	71,966	(6,120)	(8.5)	23,062	22,956	106	0.5
Every Door Direct Mail Retail	149,000	138,418	10,582	7.6	890,148	890,154	(6)	(0.0)	112,906	112,907	(1)	(0.0)
Domestic Negotiated Serv. Agreement Mail	124,454	214,643	(90,189)	(42.0)	566,251	1,036,466	(470,215)	(45.4)	35,636	45,289	(9,653)	(21.3)
Inbound Intl. Negotiated Serv. Agreement Mail	83	77	6	8.0	154	119	34	28.6	42	39	3	9.0
Standard Mail Fees	57,085	56,253	832	1.5	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	17,496,754	16,985,285	511,469	3.0	80,377,552	80,878,054	(500,502)	(0.6)	8,124,653	8,320,759	(196,105)	(2.4)
Periodicals Mail:												
In-County	66,607	65,380	1,226	1.9	586,130	603,254	(17,124)	(2.8)	171,805	176,250	(4,444)	(2.5)
Outside County	1,552,223	1,586,133	(33,911)	(2.1)	5,458,584	5,755,719	(297,135)	(5.2)	2,103,172	2,246,058	(142,886)	(6.4)
Periodicals Mail Fees	6,511	6,650	(139)	(2.1)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,625,340	1,658,164	(32,824)	(2.0)	6,044,715	6,358,973	(314,259)	(4.9)	2,274,977	2,422,307	(147,330)	(6.1)
Package Services Mail:												
Parcel Post / Alaska Bypass 4/	33,133	339,175	(306,041)	(90.2)	1,290	29,560	(28,270)	(95.6)	87,002	255,531	(168,530)	(66.0)
Inbound Intl. Surface Parcel Post (at UPU Rates	19,449	17,933	1,516	8.5	980	906	74	8.2	15,455	15,132	323	2.1
Inbound Intl. Negotiated Service Agreement Mail	0	2	(2)	(100.0)	0	1	(1)	(100.0)	0	3	(3)	(100.0)
Bound Printed Matter Flats	201,907	184,768	17,139	9.3	249,745	229,611	20,134	8.8	392,471	350,762	41,708	11.9
Bound Printed Matter Parcels	272,314	274,588	(2,273)	(0.8)	211,977	216,386	(4,410)	(2.0)	523,594	568,756	(45,162)	(7.9)
Media and Library Mail	307,788	316,478	(8,689)	(2.7)	86,304	94,536	(8,231)	(8.7)	210,209	229,428	(19,219)	(8.4)
Package Services Mail Fees	2,672	2,894	(222)	(7.7)	-	-	-	-	-	-	-	-
Total Package Services Mail	837,264	1,135,837	(298,574)	(26.3)	550,296	571,000	(20,704)	(3.6)	1,228,730	1,419,612	(190,882)	(13.4)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	-	-	-	-	454,258	631,347	(177,089)	(28.0)	113,679	150,186	(36,506)	(24.3)
Free Mail	-	-	-	-	47,386	54,588	(7,202)	(13.2)	21,482	23,043	(1,561)	(6.8)
Total Market Dominant Mail	49,530,633	49,207,372	323,261	0.7	151,926,682	155,114,144	(3,187,462)	(2.1)	15,128,965	15,735,089	(606,124)	(3.9)
Ancillary Services:												
Certified Mail	687,317	715,043	(27,726)	(3.9)	212,519	233,963	(21,444)	(9.2)				
Collect on Delivery	3,598	4,432	(834)	(18.8)	364	486	(123)	(25.2)				
USPS Tracking	83,809	68,097	15,712	23.1	2,930,584	2,352,251	578,334	24.6				
Insurance	91,613	108,437	(16,824)	(15.5)	19,633	28,080	(8,447)	(30.1)				
Registered Mail	34,933	35,465	(532)	(1.5)	2,186	2,238	(53)	(2.4)				
Return Receipts	369,405	356,130	13,274	3.7	156,840	157,222	(382)	(0.2)				
Stamped Envelopes and Cards	11,608	12,295	(687)	(5.6)	-	-	-	-				
Other Domestic Ancillary Services	72,016	87,227	(15,211)	(17.4)	27,447	32,951	(5,505)	(16.7)				
International Ancillary Services	40,577	35,552	5,025	14.1	24,926	22,711	2,215	9.8				
Total Ancillary Services	1,394,876	1,422,679	(27,802)	(2.0)	3,374,498	2,829,902	544,595	19.2				
Special Services:												
Money Orders	164,156	154,965	9,191	5.9	96,963	102,507	(5,544)	(5.4)				
Post Office Box Service 3/	365,287	358,500	6,787	1.9	7,333	7,610	(277)	(3.6)				
Other Domestic Special Services	116,809	110,036	6,773	6.2	1,914	1,970	(55)	(2.8)				
Other International Special Services	9	15	(6)	(40.9)	871	372	499	134.0				
Total Additional Special Services	646,260	623,515	22,744	3.6	107,081	112,459	(5,378)	(4.8)				
Total Market Dominant Services	2,041,136	2,046,194	(5,058)	(0.2)	3,481,579	2,942,361	539,218	18.3				
Total Market Dominant Mail and Services	51,571,769	51,253,566	318,203	0.6								
Other Market Dominant Revenue	916,012	914,276	1,736	0.2								
Deferred Revenue Prepaid Postage Change in Es	0	1,315,689	(1,315,689)	(100.0)								
Total Market Dominant Revenue	52,487,781	53,483,532	(995,750)	(1.9)								
									Service Transactions			
									U.S. Postal Service Mail			
									YTD, FY 2014 1/			
									=====			
									Ancillary Services			
									Other Services			
									Total			

12,355  
1,600  
13,955

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express	759,843	794,090	(34,246)	(4.3)	36,231	39,116	(2,886)	(7.4)	37,073	38,233	(1,160)	(3.0)
First-Class Package Service:												
Total First Class Package Service	1,461,842	1,191,900	269,942	22.6	634,615	544,409	90,206	16.6	219,824	185,502	34,322	18.5
Standard Post Mail:												
Total Standard Post 4/	492,374	343,932	148,442	43.2	36,024	25,192	10,831	43.0	216,979	165,433	51,546	31.2
Priority Mail:												
Total Priority Mail	6,883,898	6,374,820	509,077	8.0	920,083	871,440	48,643	5.6	1,989,049	1,816,018	173,031	9.5
Parcel Select Mail:												
Total Parcel Select Mail	2,529,344	2,001,727	527,617	26.4	1,483,922	1,294,838	189,084	14.6	2,599,938	2,093,124	506,815	24.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	138,619	123,688	14,931	12.1	55,650	50,805	4,845	9.5	171,010	153,043	17,967	11.7
International Mail:												
Outbound Priority Mail International	853,036	931,202	(78,166)	(8.4)	17,133	20,542	(3,410)	(16.6)	108,977	121,582	(12,605)	(10.4)
Outbound International Expedited Services	290,495	330,853	(40,358)	(12.2)	4,815	5,691	(876)	(15.4)	24,884	27,095	(2,210)	(8.2)
Other Outbound International Mail 5/	952,050	742,253	209,797	28.3	245,684	241,269	4,415	1.8	94,294	78,882	15,413	19.5
Inbound International	214,359	209,302	5,057	2.4	13,893	14,700	(807)	(5.5)	83,157	84,352	(1,194)	(1.4)
International Mail Fees	51	440	(389)	(88.4)	-	-	-	-	-	-	-	-
Total International Mail	2,309,991	2,214,050	95,940	4.3	281,525	282,202	(677)	(0.2)	311,313	311,910	(597)	(0.2)
Total Competitive Mail	14,575,911	13,044,208	1,531,703	11.7	3,448,050	3,108,003	340,047	10.9	5,545,186	4,763,263	781,923	16.4



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	1,886	1,788	98	5.5	347	336	10	3.1				
International Ancillary Services	7,121	7,804	(683)	(8.7)	1,457	1,553	(96)	(6.2)				
Total Ancillary Services	9,007	9,592	(585)	(6.1)	1,804	1,890	(86)	(4.5)				
Special Services:												
Premium Forwarding Service	24,284	22,088	2,196	9.9	1,311	1,192	119	10.0				
Intl. Money Orders & Money Transfer Service	1,124	1,253	(129)	(10.3)	156	142	14	9.7				
Other Domestic Special Services 3/	668,927	664,886	4,041	0.6	86,852	86,540	313	0.4				
Other International Special Services	-	-	-	-	-	-	-	-				
Total Special Services	694,334	688,227	6,108	0.9	88,320	87,875	446	0.5				
Total Competitive Services	703,341	697,818	5,523	0.8	90,124	89,764	360	0.4				
Total Competitive Mail and Services	15,279,252	13,742,026	1,537,226	11.2								
Other Competitive Revenue	87,287	116,215	(28,928)	(24.9)								
Total Competitive Revenue	15,366,539	13,858,241	1,508,298	10.9								

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	64,106,544	62,251,580	1,854,964	3.0	155,374,732	158,222,147	(2,847,415)	(1.8)	20,674,150	20,498,352	175,799	0.9
Total All Services	2,744,477	2,744,012	465	0.0	3,571,703	3,032,126	539,578	17.8				
Total All Mail and Services	66,851,022	64,995,592	1,855,429	2.9								
Total All Other Revenue	1,003,299	1,030,491	(27,192)	(2.6)								
Total Deferred Revenue Change in Estimate 7	0	1,315,689	(1,315,689)	(100.0)								
Total All Revenue	67,854,320	67,341,772	512,548	0.8								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Inbound Intl. Surface Parcel Post (at UPU Rates) moved from market dominant to competitive product as of August 19, 2014. Due to the complexities involved in calculating activity for portions of a postal quarter, the RPW will not reflect this reporting change in Fiscal Year 2014.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ Parcel Post within this category have been shifted to the new Standard Post competitive product category as of January 27, 2013.

5/ International First-Class parcels within this category have been shifted to the new First-Class Packages International Service competitive product category as of January 27, 2013.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

7/ In FY2013, this amount represented a decrease in Forever Stamp deferred liability due to a change in accounting estimate.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

4/ Parcel Post within this category have been shifted to the new Standard Post competitive product category as of January 27, 2013.

5/ International First-Class parcels within this category have been shifted to the new First-Class Packages International Service competitive product category as of January 27, 2013.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

**TABLE 2-A**  
**LETTER MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	2,346,174	2,256,495	89,679	4.0	4,658,063	4,732,006	(73,944)	(1.6)	141,617	146,644	(5,027)	(3.4)
Single-Piece Cards	77,049	85,971	(8,923)	(10.4)	220,658	254,315	(33,657)	(13.2)	1,411	1,624	(213)	(13.1)
Total Single-Piece Letters and Cards	2,423,223	2,342,467	80,756	3.4	4,878,721	4,986,321	(107,600)	(2.2)	143,027	148,268	(5,241)	(3.5)
Presort Letters	3,606,975	3,483,034	123,942	3.6	9,219,596	9,349,391	(129,795)	(1.4)	526,073	518,113	7,960	1.5
Presort Cards	141,387	138,044	3,343	2.4	544,820	566,544	(21,724)	(3.8)	4,448	4,625	(177)	(3.8)
Total Presort Letters and Cards	3,748,363	3,621,078	127,285	3.5	9,764,417	9,915,936	(151,519)	(1.5)	530,521	522,738	7,783	1.5
Flats	5,772	5,860	(89)	(1.5)	4,037	4,244	(207)	(4.9)	1,232	1,304	(72)	(5.5)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	14,986	(14,986)	(100.0)	0	50,849	(50,849)	(100.0)	0	3,194	(3,194)	(100.0)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	12,945	(12,945)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,177,357	5,997,337	180,020	3.0	14,647,175	14,957,350	(310,176)	(2.1)	674,780	675,504	(724)	(0.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	227,167	207,977	19,190	9.2	1,508,094	1,470,524	37,571	2.6	62,856	78,435	(15,579)	(19.9)
High Density and Saturation Flats & Parcels	16,675	18,083	(1,408)	(7.8)	106,971	125,252	(18,282)	(14.6)	4,762	5,295	(533)	(10.1)
Carrier Route	6,314	5,247	1,067	20.3	25,517	23,718	1,799	7.6	895	1,177	(282)	(24.0)
Letters	2,498,133	2,346,505	151,628	6.5	11,915,888	11,707,275	208,613	1.8	601,242	625,590	(24,348)	(3.9)
Flats	435	407	28	6.9	943	846	97	11.4	254	210	44	21.1
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	52,757	(52,757)	(100.0)	0	269,517	(269,517)	(100.0)	0	11,543	(11,543)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,748,724	2,630,976	117,747	4.5	13,557,413	13,597,132	(39,719)	(0.3)	670,009	722,251	(52,242)	(7.2)
<b>Periodicals Mail:</b>												
In-County	289	305	(16)	(5.3)	3,514	3,717	(203)	(5.5)	187	179	8	4.3
Outside County	2,207	2,229	(22)	(1.0)	9,367	9,861	(494)	(5.0)	731	831	(100)	(12.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,495	2,534	(38)	(1.5)	12,881	13,578	(697)	(5.1)	918	1,010	(92)	(9.1)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	71,043	228,055	(157,013)	(68.8)	2,480	6,556	(4,076)	(62.2)
Free Mail	0	0	0	0.0	1,961	1,646	315	19.2	79	113	(35)	(30.5)
Total Market Dominant Mail	8,928,576	8,630,847	297,730	3.4	28,290,472	28,797,761	(507,289)	(1.8)	1,348,266	1,405,434	(57,168)	(4.1)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	8,928,576	8,630,847	297,730	3.4								
Other Market Dominant Revenue												
Total Market Dominant Revenue	8,928,576	8,630,847	297,730	3.4								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	389	0	389	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Priority Mail:												
Total Priority Mail	3,665	4,422	(757)	(17.1)	711	821	(110)	(13.4)	54	62	(8)	(13.2)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)
Other Competitive Revenue												
Total Competitive Revenue	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive	8,932,630	8,635,268	297,362	3.4	28,291,183	28,798,582	(507,399)	(1.8)	1,348,320	1,405,496	(57,176)	(4.1)
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	8,932,630	8,635,268	297,362	3.4	28,291,183	28,798,582	(507,399)	(1.8)	1,348,320	1,405,496	(57,176)	(4.1)
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	8,932,630	8,635,268	297,362	3.4								

**TABLE 2-A**  
**LETTER MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	10,128,812	10,127,756	1,055	0.0	20,599,377	21,452,191	(852,814)	(4.0)	631,655	665,789	(34,133)	(5.1)
Single-Piece Cards	319,123	350,840	(31,718)	(9.0)	924,941	1,049,318	(124,377)	(11.9)	5,911	6,700	(789)	(11.8)
Total Single-Piece Letters and Cards	10,447,934	10,478,596	(30,662)	(0.3)	21,524,319	22,501,509	(977,190)	(4.3)	637,566	672,488	(34,922)	(5.2)
Presort Letters	14,630,387	14,319,590	310,798	2.2	37,994,999	38,724,894	(729,895)	(1.9)	2,136,760	2,101,442	35,317	1.7
Presort Cards	558,757	586,936	(28,179)	(4.8)	2,198,318	2,419,290	(220,972)	(9.1)	17,946	19,750	(1,804)	(9.1)
Total Presort Letters and Cards	15,189,144	14,906,526	282,618	1.9	40,193,317	41,144,184	(950,867)	(2.3)	2,154,706	2,121,193	33,513	1.6
Flats	21,313	21,993	(680)	(3.1)	16,253	16,434	(181)	(1.1)	5,154	5,164	(10)	(0.2)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	38,975	75,357	(36,381)	(48.3)	103,014	213,535	(110,521)	(51.8)	6,324	13,614	(7,290)	(53.5)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	53,514	(53,514)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	25,697,367	25,535,986	161,381	0.6	61,836,903	63,875,663	(2,038,759)	(3.2)	2,803,750	2,812,459	(8,708)	(0.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	879,737	805,190	74,547	9.3	5,970,133	5,711,640	258,493	4.5	248,105	252,744	(4,639)	(1.8)
High Density and Saturation Flats & Parcels	71,204	76,753	(5,549)	(7.2)	473,086	533,884	(60,797)	(11.4)	20,220	23,506	(3,286)	(14.0)
Carrier Route	25,829	22,064	3,765	17.1	105,619	105,331	288	0.3	4,009	4,280	(272)	(6.3)
Letters	9,811,478	9,263,642	547,836	5.9	47,571,876	46,754,273	817,603	1.7	2,424,081	2,410,834	13,247	0.5
Flats	1,772	2,049	(276)	(13.5)	3,537	4,332	(795)	(18.4)	943	1,084	(140)	(12.9)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	108,512	214,643	(106,131)	(49.4)	499,850	1,036,466	(536,616)	(51.8)	22,138	45,289	(23,151)	(51.1)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	10,898,533	10,384,341	514,192	5.0	54,624,101	54,145,925	478,176	0.9	2,719,496	2,737,737	(18,240)	(0.7)
<b>Periodicals Mail:</b>												
In-County	1,220	1,320	(100)	(7.6)	15,118	16,259	(1,141)	(7.0)	757	807	(50)	(6.2)
Outside County	8,529	9,280	(751)	(8.1)	36,753	41,166	(4,413)	(10.7)	2,863	3,441	(578)	(16.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	9,749	10,600	(851)	(8.0)	51,871	57,425	(5,554)	(9.7)	3,620	4,248	(628)	(14.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0



**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	413,985	581,327	(167,342)	(28.8)	11,940	15,945	(4,006)	(25.1)
Free Mail	0	0	0	0.0	6,806	8,688	(1,882)	(21.7)	303	509	(206)	(40.5)
Total Market Dominant Mail	36,605,649	35,930,927	674,722	1.9	116,933,667	118,669,029	(1,735,362)	(1.5)	5,539,109	5,570,897	(31,789)	(0.6)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	36,605,649	35,930,927	674,722	1.9								
Other Market Dominant Revenue												
Total Market Dominant Revenue	36,605,649	35,930,927	674,722	1.9								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	389	0	389	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail:												
Total Standard Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Priority Mail:												
Total Priority Mail	6,604	8,358	(1,754)	(21.0)	1,261	1,612	(350)	(21.7)	97	118	(20)	(17.1)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)
Other Competitive Revenue												
Total Competitive Revenue	4,054	4,422	(368)	(8.3)	711	821	(110)	(13.4)	54	62	(8)	(13.2)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	36,609,703	35,935,349	674,355	1.9	28,291,183	28,798,582	(507,399)	(1.8)	1,348,320	1,405,496	(57,176)	(4.1)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	36,609,703	35,935,349	674,355	1.9	56,853,061	57,377,930	(524,869)	(0.9)	2,689,141	2,753,699	(64,558)	(2.3)
Total All Other Revenue												
Total All Revenue	36,609,703	35,935,349	674,355	1.9								

**TABLE 2-B**  
**FLAT MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	587,791	565,785	22,006	3.9	416,418	424,132	(7,714)	(1.8)	84,903	85,777	(874)	(1.0)
Parcels	15,153	17,905	(2,752)	(15.4)	7,438	9,359	(1,921)	(20.5)	1,877	2,529	(652)	(25.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	1,000	(1,000)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	602,944	584,690	18,255	3.1	423,855	433,491	(9,635)	(2.2)	86,780	88,306	(1,526)	(1.7)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	492,005	467,176	24,829	5.3	2,694,756	2,673,229	21,527	0.8	507,093	519,199	(12,106)	(2.3)
Carrier Route	552,456	554,202	(1,746)	(0.3)	2,038,586	2,142,722	(104,135)	(4.9)	449,289	494,150	(44,862)	(9.1)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	510,277	524,120	(13,842)	(2.6)	1,242,956	1,359,355	(116,399)	(8.6)	325,785	348,522	(22,737)	(6.5)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	34,748	34,100	647	1.9	198,557	213,127	(14,570)	(6.8)	25,185	27,033	(1,848)	(6.8)
Domestic Negotiated Serv. Agreement Mail	15,941	0	15,941	0.0	66,401	0	66,401	0.0	13,498	0	13,498	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,605,428	1,579,598	25,829	1.6	6,241,257	6,388,434	(147,177)	(2.3)	1,320,849	1,388,905	(68,056)	(4.9)
Periodicals Mail:												
In-County	16,204	15,782	422	2.7	141,238	145,251	(4,013)	(2.8)	41,166	42,601	(1,435)	(3.4)
Outside County	382,386	377,686	4,700	1.2	1,310,427	1,342,155	(31,728)	(2.4)	515,771	548,618	(32,847)	(6.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	398,591	393,468	5,123	1.3	1,451,665	1,487,406	(35,741)	(2.4)	556,937	591,219	(34,282)	(5.8)
Package Services Mail:												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	50,204	45,870	4,334	9.4	61,662	56,564	5,099	9.0	96,082	85,770	10,312	12.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	4,215	5,592	(1,377)	(24.6)	1,432	2,007	(575)	(28.7)	1,543	2,045	(503)	(24.6)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	54,419	51,462	2,956	5.7	63,094	58,570	4,524	7.7	97,624	87,816	9,809	11.2

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	5,461	9,798	(4,337)	(44.3)	1,115	1,438	(323)	(22.5)
Free Mail	0	0	0	0.0	1,871	2,877	(1,006)	(35.0)	529	773	(244)	(31.6)
Total Market Dominant Mail	2,661,381	2,609,218	52,163	2.0	8,187,203	8,380,576	(193,373)	(2.3)	2,063,835	2,158,457	(94,622)	(4.4)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	2,661,381	2,609,218	52,163	2.0								
Other Market Dominant Revenue												
Total Market Dominant Revenue	2,661,381	2,609,218	52,163	2.0								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	11,057	12,290	(1,233)	(10.0)	4,929	6,188	(1,259)	(20.3)	958	1,272	(314)	(24.7)
Standard Post Mail:												
Total Standard Post	506	869	(364)	(41.8)	98	149	(52)	(34.5)	117	155	(39)	(25.0)
Priority Mail:												
Total Priority Mail	192,010	219,748	(27,738)	(12.6)	34,707	40,489	(5,782)	(14.3)	24,200	31,308	(7,108)	(22.7)
Parcel Select Mail:												
Total Parcel Select Mail	480	1,124	(644)	(57.3)	134	363	(229)	(63.0)	174	209	(34)	(16.4)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)
Other Competitive Revenue												
Total Competitive Revenue	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,865,434	2,843,249	22,185	0.8	8,227,072	8,427,765	(200,694)	(2.4)	2,089,284	2,191,400	(102,117)	(4.7)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,865,434	2,843,249	22,185	0.8	8,227,072	8,427,765	(200,694)	(2.4)	2,089,284	2,191,400	(102,117)	(4.7)
Total All Other Revenue												
Total All Revenue	2,865,434	2,843,249	22,185	0.8								

**TABLE 2-B**  
**FLAT MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Flats	2,470,274	2,491,597	(21,323)	(0.9)	1,766,421	1,878,129	(111,709)	(5.9)	361,222	381,355	(20,134)	(5.3)
Parcels	68,576	79,352	(10,775)	(13.6)	34,388	42,591	(8,202)	(19.3)	8,835	11,120	(2,285)	(20.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	4,642	(4,642)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,538,851	2,575,590	(36,740)	(1.4)	1,800,809	1,920,720	(119,911)	(6.2)	370,057	392,476	(22,419)	(5.7)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	(1)	1	(100.0)	0	(5)	5	(100.0)	0	(0)	0	(100.0)
High Density and Saturation Flats & Parcels	1,934,330	1,852,975	81,355	4.4	10,805,490	10,803,630	1,860	0.0	2,016,650	2,027,375	(10,725)	(0.5)
Carrier Route	2,337,916	2,350,502	(12,585)	(0.5)	8,873,717	9,401,871	(528,154)	(5.6)	1,946,855	2,022,441	(75,585)	(3.7)
Letters	0	34	(34)	(100.0)	0	0	0	0.0	0	0	0	0.0
Flats	2,033,452	2,130,457	(97,005)	(4.6)	5,046,178	5,560,105	(513,927)	(9.2)	1,291,730	1,396,992	(105,262)	(7.5)
Parcels	1	0	1	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	149,000	138,418	10,582	7.6	890,148	890,154	(6)	(0.0)	112,906	112,907	(1)	(0.0)
Domestic Negotiated Serv. Agreement Mail	15,941	0	15,941	0.0	66,401	0	66,401	0.0	13,498	0	13,498	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	6,470,641	6,472,386	(1,744)	(0.0)	25,681,935	26,655,755	(973,820)	(3.7)	5,381,639	5,559,715	(178,075)	(3.2)
<b>Periodicals Mail:</b>												
In-County	65,255	63,971	1,284	2.0	570,269	586,385	(16,117)	(2.7)	170,606	175,165	(4,559)	(2.6)
Outside County	1,539,957	1,572,716	(32,759)	(2.1)	5,417,836	5,709,772	(291,936)	(5.1)	2,092,228	2,233,376	(141,149)	(6.3)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,605,212	1,636,687	(31,475)	(1.9)	5,988,105	6,296,157	(308,052)	(4.9)	2,262,834	2,408,541	(145,707)	(6.0)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	1,325	(1,325)	(100.0)	0	242	(242)	(100.0)	0	293	(293)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	201,907	184,768	17,139	9.3	249,745	229,611	20,134	8.8	392,471	350,762	41,708	11.9
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	18,119	23,651	(5,532)	(23.4)	6,333	8,735	(2,403)	(27.5)	6,568	8,479	(1,911)	(22.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	220,026	209,744	10,282	4.9	256,078	238,588	17,489	7.3	399,038	359,534	39,505	11.0

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	23,780	29,813	(6,032)	(20.2)	4,662	5,558	(897)	(16.1)
Free Mail	0	0	0	0.0	7,658	10,227	(2,568)	(25.1)	2,115	2,666	(551)	(20.7)
Total Market Dominant Mail	10,834,729	10,894,407	(59,677)	(0.5)	33,758,365	35,151,260	(1,392,895)	(4.0)	8,420,345	8,728,489	(308,144)	(3.5)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	10,834,729	10,894,407	(59,677)	(0.5)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	10,834,729	10,894,407	(59,677)	(0.5)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	11,057	12,290	(1,233)	(10.0)	4,929	6,188	(1,259)	(20.3)	958	1,272	(314)	(24.7)
Standard Post Mail:												
Total Standard Post	988	1,601	(613)	(38.3)	190	300	(110)	(36.8)	218	353	(135)	(38.2)
Priority Mail:												
Total Priority Mail	377,226	417,092	(39,866)	(9.6)	68,479	76,998	(8,519)	(11.1)	46,726	56,345	(9,619)	(17.1)
Parcel Select Mail:												
Total Parcel Select Mail	711	1,668	(957)	(57.4)	202	516	(314)	(60.9)	199	287	(88)	(30.6)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)
Other Competitive Revenue												
Total Competitive Revenue	204,052	234,030	(29,978)	(12.8)	39,869	47,190	(7,321)	(15.5)	25,449	32,944	(7,495)	(22.8)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive	11,038,782	11,128,437	(89,655)	(0.8)	8,227,072	8,427,765	(200,694)	(2.4)	2,089,284	2,191,400	(102,117)	(4.7)
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	11,038,782	11,128,437	(89,655)	(0.8)	16,286,341	16,624,755	(338,414)	(2.0)	4,065,129	4,242,595	(177,466)	(4.2)
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	11,038,782	11,128,437	(89,655)	(0.8)								

**TABLE 2-C  
PARCEL MAIL  
MARKET DOMINANT PRODUCTS  
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4  
FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013  
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	123,712	114,576	9,136	8.0	45,702	46,393	(691)	(1.5)	14,229	14,899	(669)	(4.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	410	(410)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	123,712	114,985	8,726	7.6	45,702	46,393	(691)	(1.5)	14,229	14,899	(669)	(4.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	8	13	(5)	(37.0)	26	29	(3)	(8.9)	21	3	17	528.0
Carrier Route	14	118	(104)	(88.2)	37	321	(284)	(88.5)	3	53	(50)	(95.0)
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	535	506	29	5.8	1,174	1,100	74	6.7	55	45	10	22.8
Parcels	17,820	16,870	950	5.6	17,401	17,509	(108)	(0.6)	6,236	5,769	467	8.1
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	18,377	17,507	870	5.0	18,638	18,959	(321)	(1.7)	6,315	5,870	445	7.6
<b>Periodicals Mail:</b>												
In-County	33	25	8	31.2	196	175	21	12.1	104	78	26	33.1
Outside County	920	906	14	1.6	948	1,021	(73)	(7.2)	1,907	1,999	(92)	(4.6)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	953	931	22	2.4	1,145	1,197	(52)	(4.3)	2,010	2,077	(66)	(3.2)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	9,002	8,155	847	10.4	345	333	12	3.5	23,256	22,462	794	3.5
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	76,117	72,218	3,899	5.4	57,790	55,961	1,829	3.3	142,194	140,890	1,304	0.9
Media and Library Mail	73,642	79,412	(5,770)	(7.3)	19,462	22,648	(3,186)	(14.1)	52,453	60,857	(8,404)	(13.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	158,760	159,785	(1,024)	(0.6)	77,596	78,942	(1,345)	(1.7)	217,904	224,209	(6,305)	(2.8)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	4,718	5,562	(844)	(15.2)	28,815	33,325	(4,510)	(13.5)
Free Mail	0	0	0	0.0	8,399	10,231	(1,833)	(17.9)	5,457	5,943	(487)	(8.2)
Total Market Dominant Mail	301,802	293,207	8,595	2.9	156,199	161,284	(5,085)	(3.2)	274,730	286,322	(11,593)	(4.0)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	301,802	293,207	8,595	2.9								
Other Market Dominant Revenue												
Total Market Dominant Revenue	301,802	293,207	8,595	2.9								



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	353,603	306,011	47,593	15.6	150,571	137,545	13,026	9.5	53,034	48,082	4,952	10.3
Standard Post Mail:												
Total Standard Post	102,354	123,573	(21,219)	(17.2)	7,162	8,619	(1,457)	(16.9)	43,905	61,360	(17,455)	(28.4)
Priority Mail:												
Total Priority Mail	1,425,633	1,306,522	119,111	9.1	183,481	168,348	15,134	9.0	466,802	405,729	61,072	15.1
Parcel Select Mail:												
Total Parcel Select Mail	625,021	519,090	105,931	20.4	365,603	316,117	49,486	15.7	621,525	509,283	112,242	22.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	33,923	30,419	3,504	11.5	13,631	12,424	1,207	9.7	41,431	37,644	3,787	10.1
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5
Other Competitive Revenue												
Total Competitive Revenue	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive	2,842,336	2,578,822	263,514	10.2	876,647	804,337	72,310	9.0	1,501,426	1,348,420	153,006	11.3
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	2,842,336	2,578,822	263,514	10.2	876,647	804,337	72,310	9.0	1,501,426	1,348,420	153,006	11.3
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	2,842,336	2,578,822	263,514	10.2								

**TABLE 2-C**  
**PARCEL MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	522,294	499,420	22,874	4.6	198,727	204,612	(5,885)	(2.9)	62,481	66,089	(3,609)	(5.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	1,421	(1,421)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	522,294	500,841	21,453	4.3	198,727	204,612	(5,885)	(2.9)	62,481	66,089	(3,609)	(5.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	21	121	(100)	(82.7)	54	280	(226)	(80.8)	27	82	(56)	(67.8)
Carrier Route	295	169	125	74.0	783	425	357	84.1	176	85	91	108.1
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	2,130	1,623	507	31.2	4,680	3,582	1,098	30.6	211	146	65	44.8
Parcels	67,966	70,315	(2,349)	(3.3)	65,846	71,966	(6,120)	(8.5)	23,062	22,956	106	0.5
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	70,411	72,228	(1,818)	(2.5)	71,362	76,254	(4,892)	(6.4)	23,476	23,269	207	0.9
<b>Periodicals Mail:</b>												
In-County	131	89	42	47.8	743	609	134	22.0	443	278	165	59.4
Outside County	3,736	4,137	(401)	(9.7)	3,995	4,781	(786)	(16.4)	8,081	9,240	(1,160)	(12.5)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	3,868	4,226	(358)	(8.5)	4,738	5,391	(652)	(12.1)	8,523	9,518	(995)	(10.4)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	33,107	337,832	(304,725)	(90.2)	1,290	29,318	(28,028)	(95.6)	87,002	255,239	(168,237)	(65.9)
Inbound Intl. Surface Parcel Post (at UPU Rates)	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	272,298	274,587	(2,289)	(0.8)	211,977	216,386	(4,410)	(2.0)	523,594	568,756	(45,162)	(7.9)
Media and Library Mail	289,560	292,748	(3,188)	(1.1)	79,972	85,801	(5,829)	(6.8)	203,641	220,949	(17,308)	(7.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	594,965	905,167	(310,202)	(34.3)	293,239	331,505	(38,267)	(11.5)	814,236	1,044,944	(230,708)	(22.1)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	16,492	20,207	(3,715)	(18.4)	97,078	128,682	(31,604)	(24.6)
Free Mail	0	0	0	0.0	32,922	35,673	(2,751)	(7.7)	19,064	19,868	(804)	(4.0)
Total Market Dominant Mail	1,191,538	1,482,463	(290,925)	(19.6)	617,480	673,642	(56,162)	(8.3)	1,024,858	1,292,370	(267,512)	(20.7)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,191,538	1,482,463	(290,925)	(19.6)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,191,538	1,482,463	(290,925)	(19.6)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	358,932	306,813	52,119	17.0	152,264	137,848	14,416	10.5	54,068	48,261	5,807	12.0
Standard Post Mail:												
Total Standard Post	201,860	243,367	(41,508)	(17.1)	14,287	17,219	(2,932)	(17.0)	86,538	119,738	(33,199)	(27.7)
Priority Mail:												
Total Priority Mail	2,686,441	2,524,147	162,294	6.4	343,197	323,102	20,095	6.2	856,869	778,524	78,345	10.1
Parcel Select Mail:												
Total Parcel Select Mail	933,349	769,817	163,532	21.2	572,008	514,183	57,825	11.2	753,567	631,632	121,934	19.3
Parcel Return Service Mail:												
Total Parcel Return Service Mail	37,749	43,293	(5,544)	(12.8)	14,823	17,796	(2,973)	(16.7)	46,208	52,107	(5,899)	(11.3)
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5
Other Competitive Revenue												
Total Competitive Revenue	2,540,534	2,285,614	254,919	11.2	720,448	643,053	77,395	12.0	1,226,696	1,062,098	164,598	15.5

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive	3,732,072	3,768,077	(36,005)	(1.0)	876,647	804,337	72,310	9.0	1,501,426	1,348,420	153,006	11.3
Total All Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Services	3,732,072	3,768,077	(36,005)	(1.0)	1,714,377	1,569,643	144,734	9.2	2,866,978	2,604,464	262,514	10.1
Total All Mail and Services												
Total All Other Revenue												
Total All Revenue	3,732,072	3,768,077	(36,005)	(1.0)								



**TABLE 3-A**  
**STAMPED MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	1,256,178	1,124,569	131,609	11.7	2,536,645	2,387,093	149,552	6.3	65,486	63,380	2,106	3.3
Single-Piece Cards	42,892	47,758	(4,866)	(10.2)	121,309	139,942	(18,632)	(13.3)	758	875	(116)	(13.3)
Total Single-Piece Letters and Cards	1,299,071	1,172,327	126,744	10.8	2,657,954	2,527,035	130,920	5.2	66,244	64,254	1,990	3.1
Presort Letters	46,547	42,645	3,902	9.2	114,754	111,030	3,724	3.4	6,355	4,992	1,363	27.3
Presort Cards	636	449	187	41.6	2,396	1,791	605	33.8	17	10	8	79.5
Total Presort Letters and Cards	47,183	43,094	4,089	9.5	117,150	112,821	4,329	3.8	6,372	5,002	1,370	27.4
Flats	54,678	49,104	5,574	11.4	40,264	33,976	6,288	18.5	7,130	6,383	747	11.7
Parcels	9,754	10,757	(1,003)	(9.3)	4,444	5,414	(969)	(17.9)	1,063	1,255	(192)	(15.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	256	(256)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,410,686	1,275,538	135,148	10.6	2,819,813	2,679,245	140,568	5.2	80,809	76,893	3,916	5.1
<b>Standard Mail:</b>												
High Density and Saturation Letters	2,933	2,773	160	5.8	18,627	18,646	(19)	(0.1)	587	569	17	3.0
High Density and Saturation Flats & Parcels	42	22	20	91.2	205	141	64	45.5	15	7	7	103.0
Carrier Route	250	99	151	152.3	890	426	464	109.1	108	28	80	282.3
Letters	134,212	126,147	8,065	6.4	781,497	749,532	31,965	4.3	40,020	39,540	480	1.2
Flats	6,517	6,099	418	6.9	19,821	21,512	(1,690)	(7.9)	3,311	2,601	710	27.3
Parcels	43	47	(4)	(7.6)	27	34	(7)	(19.7)	11	1	10	976.7
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	36	(36)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	143,997	135,222	8,775	6.5	821,067	790,290	30,777	3.9	44,051	42,747	1,305	3.1
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	990	1,285	(295)	(23.0)	300	392	(92)	(23.4)	487	797	(310)	(38.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	990	1,285	(295)	(23.0)	300	392	(92)	(23.5)	487	797	(310)	(38.9)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	5	(5)	(100.0)	0	0	(0)	(100.0)
Total Market Dominant Mail	1,555,673	1,412,045	143,628	10.2	3,641,180	3,469,932	171,248	4.9	125,347	120,436	4,910	4.1
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,568,797	1,424,531	144,266	10.1								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,568,797	1,424,531	144,266	10.1								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	FY 2014 over FY 2013 Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	220	401	(180)	(45.1)	106	187	(81)	(43.5)	20	54	(35)	(63.7)
Standard Post Mail:												
Total Standard Post	873	1,625	(752)	(46.3)	113	150	(37)	(24.5)	341	724	(383)	(52.9)
Priority Mail:												
Total Priority Mail	19,313	22,054	(2,740)	(12.4)	2,959	3,348	(389)	(11.6)	3,537	4,174	(637)	(15.3)
Parcel Select Mail:												
Total Parcel Select Mail	0	3	(3)	(100.0)	0	2	(2)	(100.0)	0	1	(1)	(100.0)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)
Other Competitive Revenue												
Total Competitive Revenue	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,576,079	1,436,127	139,952	9.7	3,644,358	3,473,618	170,739	4.9	129,245	125,390	3,855	3.1
Total All Services	13,125	12,486	638	5.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,589,203	1,448,613	140,590	9.7	3,644,358	3,473,618	170,739	4.9	129,245	125,390	3,855	3.1
Total All Other Revenue												
Total All Revenue	1,589,203	1,448,613	140,590	9.7								

**TABLE 3-A**  
**STAMPED MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	5,528,973	5,412,445	116,528	2.2	11,444,020	11,620,389	(176,368)	(1.5)	306,617	315,620	(9,003)	(2.9)
Single-Piece Cards	178,277	195,582	(17,305)	(8.8)	511,040	579,431	(68,391)	(11.8)	3,194	3,621	(427)	(11.8)
Total Single-Piece Letters and Cards	5,707,250	5,608,027	99,223	1.8	11,955,061	12,199,819	(244,759)	(2.0)	309,811	319,241	(9,430)	(3.0)
Presort Letters	202,388	184,399	17,989	9.8	507,381	482,816	24,565	5.1	28,447	21,039	7,408	35.2
Presort Cards	2,578	2,344	235	10.0	9,806	9,421	386	4.1	73	49	24	48.3
Total Presort Letters and Cards	204,966	186,743	18,224	9.8	517,187	492,237	24,951	5.1	28,520	21,088	7,431	35.2
Flats	223,430	232,850	(9,421)	(4.0)	154,569	161,914	(7,346)	(4.5)	29,359	30,973	(1,614)	(5.2)
Parcels	44,565	51,142	(6,577)	(12.9)	20,778	25,546	(4,768)	(18.7)	5,015	6,130	(1,115)	(18.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	1,346	(1,346)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,180,211	6,080,109	100,102	1.6	12,647,594	12,879,516	(231,922)	(1.8)	372,704	377,432	(4,728)	(1.3)
<b>Standard Mail:</b>												
High Density and Saturation Letters	9,598	8,252	1,346	16.3	66,112	57,980	8,132	14.0	2,068	1,744	324	18.6
High Density and Saturation Flats & Parcels	239	197	42	21.3	1,403	1,281	123	9.6	73	130	(57)	(43.8)
Carrier Route	836	786	49	6.3	3,400	3,452	(52)	(1.5)	390	324	66	20.4
Letters	549,107	497,051	52,056	10.5	3,266,320	3,028,664	237,656	7.8	181,486	163,763	17,723	10.8
Flats	21,072	20,847	225	1.1	63,406	68,163	(4,757)	(7.0)	8,899	9,262	(364)	(3.9)
Parcels	277	233	44	18.9	183	166	17	10.0	31	19	12	62.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	32,523	(32,523)	(100.0)	0	156,693	(156,693)	(100.0)	0	6,617	(6,617)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	75	(75)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	581,129	559,964	21,165	3.8	3,400,824	3,316,400	84,424	2.5	192,947	181,860	11,087	6.1
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	3,891	(3,891)	(100.0)	0	447	(447)	(100.0)	0	1,999	(1,999)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	24	(24)	(100.0)	0	11	(11)	(100.0)	0	7	(7)	(100.0)
Bound Printed Matter Parcels	0	22	(22)	(100.0)	0	8	(8)	(100.0)	0	14	(14)	(100.0)
Media and Library Mail	4,000	4,766	(766)	(16.1)	1,269	1,539	(270)	(17.5)	1,910	2,628	(718)	(27.3)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	4,000	8,703	(4,703)	(54.0)	1,269	2,005	(736)	(36.7)	1,910	4,647	(2,737)	(58.9)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	66	(66)	(100.0)	0	2	(2)	(100.0)
Total Market Dominant Mail	6,765,340	6,648,775	116,564	1.8	16,049,687	16,197,987	(148,300)	(0.9)	567,561	563,940	3,621	0.6
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	6,818,527	6,699,841	118,685	1.8								
Other Market Dominant Revenue												
Total Market Dominant Revenue	6,818,527	6,699,841	118,685	1.8								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	220	401	(180)	(45.1)	106	187	(81)	(43.5)	20	54	(35)	(63.7)
Standard Post Mail: Total Standard Post	1,707	3,001	(1,295)	(43.1)	208	294	(86)	(29.1)	642	1,281	(639)	(49.9)
Priority Mail: Total Priority Mail	40,298	49,499	(9,201)	(18.6)	6,046	7,513	(1,467)	(19.5)	8,145	9,934	(1,789)	(18.0)
Parcel Select Mail: Total Parcel Select Mail	1	5	(4)	(78.4)	1	3	(2)	(74.8)	0	1	(1)	(95.1)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)
Other Competitive Revenue												
Total Competitive Revenue	20,406	24,082	(3,676)	(15.3)	3,178	3,687	(509)	(13.8)	3,898	4,954	(1,055)	(21.3)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	6,785,746	6,672,857	112,889	1.7	3,644,358	3,473,618	170,739	4.9	129,245	125,390	3,855	3.1
Total All Services	53,187	51,066	2,121	4.2	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	6,838,933	6,723,923	115,010	1.7	7,826,006	7,379,689	446,317	6.0	273,067	264,930	8,137	3.1
Total All Other Revenue												
Total All Revenue	6,838,933	6,723,923	115,010	1.7								

**TABLE 3-B**  
**METERED MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	14,404	25,714	(11,310)	(44.0)	28,624	53,169	(24,545)	(46.2)	972	1,813	(841)	(46.4)
Single-Piece Cards	265	671	(405)	(60.4)	759	1,974	(1,214)	(61.5)	5	12	(8)	(61.5)
Total Single-Piece Letters and Cards	14,669	26,384	(11,715)	(44.4)	29,383	55,142	(25,759)	(46.7)	977	1,825	(848)	(46.5)
Presort Letters	1,075,389	1,077,316	(1,927)	(0.2)	2,749,181	2,895,876	(146,695)	(5.1)	160,852	162,464	(1,613)	(1.0)
Presort Cards	1,194	1,190	4	0.3	4,537	4,807	(270)	(5.6)	39	44	(5)	(11.0)
Total Presort Letters and Cards	1,076,583	1,078,506	(1,923)	(0.2)	2,753,718	2,900,683	(146,965)	(5.1)	160,891	162,508	(1,617)	(1.0)
Flats	49,234	48,686	548	1.1	59,377	62,166	(2,789)	(4.5)	6,604	5,990	614	10.3
Parcels	980	1,624	(644)	(39.7)	361	675	(314)	(46.5)	114	218	(104)	(47.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,141,466	1,155,200	(13,734)	(1.2)	2,842,839	3,018,666	(175,827)	(5.8)	168,586	170,541	(1,955)	(1.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	169	323	(154)	(47.8)	1,074	3,002	(1,928)	(64.2)	37	95	(58)	(61.4)
High Density and Saturation Flats & Parcels	8	2	5	214.8	55	21	35	166.4	4	1	3	459.9
Carrier Route	276	291	(15)	(5.1)	1,356	1,530	(175)	(11.4)	259	165	94	56.6
Letters	77,321	83,371	(6,050)	(7.3)	412,232	466,242	(54,011)	(11.6)	22,682	26,718	(4,036)	(15.1)
Flats	4,096	4,268	(172)	(4.0)	12,292	13,904	(1,612)	(11.6)	2,153	1,547	607	39.2
Parcels	103	113	(11)	(9.3)	71	80	(9)	(11.5)	14	1	13	918.5
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	81,972	88,369	(6,396)	(7.2)	427,080	484,780	(57,701)	(11.9)	25,149	28,527	(3,378)	(11.8)
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	1	4	(3)	(79.9)	0	2	(1)	(77.1)	0	1	(1)	(70.5)
Bound Printed Matter Parcels	5	0	5	0.0	3	0	3	0.0	3	0	3	0.0
Media and Library Mail	323	508	(185)	(36.4)	108	171	(64)	(37.2)	218	356	(139)	(38.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	329	512	(182)	(35.6)	111	173	(62)	(36.0)	222	358	(136)	(38.0)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	2	2	0	7.0	5	7	(2)	(29.8)
Total Market Dominant Mail	1,223,768	1,244,080	(20,312)	(1.6)	3,270,032	3,503,621	(233,590)	(6.7)	193,962	199,433	(5,471)	(2.7)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,226,902	1,247,698	(20,796)	(1.7)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,226,902	1,247,698	(20,796)	(1.7)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	295	306	(11)	(3.6)	147	164	(17)	(10.3)	38	43	(5)	(12.2)
Standard Post Mail: Total Standard Post	352	872	(520)	(59.6)	31	73	(42)	(57.3)	115	436	(321)	(73.6)
Priority Mail: Total Priority Mail	5,250	9,879	(4,628)	(46.9)	697	1,207	(510)	(42.3)	1,341	2,831	(1,490)	(52.6)
Parcel Select Mail: Total Parcel Select Mail	282	999	(717)	(71.8)	139	427	(288)	(67.5)	81	601	(519)	(86.5)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)
Other Competitive Revenue												
Total Competitive Revenue	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,229,947	1,256,136	(26,189)	(2.1)	3,271,045	3,505,492	(234,447)	(6.7)	195,536	203,343	(7,807)	(3.8)
Total All Services	3,134	3,618	(484)	(13.4)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,233,082	1,259,754	(26,673)	(2.1)	3,271,045	3,505,492	(234,447)	(6.7)	195,536	203,343	(7,807)	(3.8)
Total All Other Revenue												
Total All Revenue	1,233,082	1,259,754	(26,673)	(2.1)								

**TABLE 3-B**  
**METERED MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	73,545	120,796	(47,251)	(39.1)	147,521	251,861	(104,340)	(41.4)	4,941	8,496	(3,556)	(41.8)
Single-Piece Cards	1,722	4,285	(2,563)	(59.8)	5,061	12,967	(7,906)	(61.0)	32	81	(49)	(61.0)
Total Single-Piece Letters and Cards	75,267	125,081	(49,814)	(39.8)	152,582	264,828	(112,246)	(42.4)	4,972	8,577	(3,605)	(42.0)
Presort Letters	4,376,233	4,546,971	(170,738)	(3.8)	11,377,826	12,329,124	(951,298)	(7.7)	657,075	673,606	(16,531)	(2.5)
Presort Cards	5,365	4,899	466	9.5	20,752	19,900	852	4.3	175	189	(14)	(7.2)
Total Presort Letters and Cards	4,381,599	4,551,871	(170,272)	(3.7)	11,398,578	12,349,024	(950,446)	(7.7)	657,250	673,794	(16,544)	(2.5)
Flats	197,952	211,980	(14,028)	(6.6)	243,351	267,161	(23,810)	(8.9)	26,235	27,230	(995)	(3.7)
Parcels	5,290	9,027	(3,737)	(41.4)	2,031	3,812	(1,780)	(46.7)	691	1,274	(583)	(45.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	4	(4)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	4,660,108	4,897,963	(237,855)	(4.9)	11,796,542	12,884,824	(1,088,282)	(8.4)	689,148	710,875	(21,727)	(3.1)
<b>Standard Mail:</b>												
High Density and Saturation Letters	1,155	1,273	(118)	(9.3)	9,538	9,435	103	1.1	360	377	(17)	(4.5)
High Density and Saturation Flats & Parcels	39	16	23	149.0	241	106	135	127.3	14	4	10	257.8
Carrier Route	641	705	(65)	(9.2)	2,985	3,448	(463)	(13.4)	307	244	63	25.6
Letters	325,816	328,675	(2,859)	(0.9)	1,754,863	1,847,570	(92,707)	(5.0)	100,998	106,105	(5,107)	(4.8)
Flats	14,191	13,796	396	2.9	41,199	41,100	98	0.2	5,175	4,949	226	4.6
Parcels	496	560	(63)	(11.3)	326	406	(80)	(19.8)	44	48	(3)	(7.0)
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	22,524	(22,524)	(100.0)	0	108,194	(108,194)	(100.0)	0	4,725	(4,725)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	342,338	367,548	(25,210)	(6.9)	1,809,151	2,010,258	(201,107)	(10.0)	106,898	116,452	(9,554)	(8.2)
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	3,562	(3,562)	(100.0)	0	375	(375)	(100.0)	0	1,985	(1,985)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	4	13	(8)	(65.5)	2	4	(2)	(50.1)	2	4	(2)	(52.6)
Bound Printed Matter Parcels	5	7	(2)	(25.8)	3	2	1	24.8	3	7	(3)	(49.0)
Media and Library Mail	1,584	2,789	(1,205)	(43.2)	532	926	(394)	(42.6)	1,041	1,964	(922)	(47.0)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,594	6,371	(4,777)	(75.0)	537	1,308	(771)	(59.0)	1,046	3,959	(2,913)	(73.6)



**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	6	8	(2)	(27.1)	19	29	(10)	(34.3)
Total Market Dominant Mail	5,004,040	5,271,882	(267,842)	(5.1)	13,606,235	14,896,399	(1,290,163)	(8.7)	797,112	831,317	(34,205)	(4.1)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	5,015,797	5,289,157	(273,360)	(5.2)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	5,015,797	5,289,157	(273,360)	(5.2)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	295	306	(11)	(3.6)	147	164	(17)	(10.3)	38	43	(5)	(12.2)
Standard Post Mail: Total Standard Post	773	2,038	(1,265)	(62.1)	78	177	(98)	(55.7)	267	984	(717)	(72.8)
Priority Mail: Total Priority Mail	12,323	21,524	(9,201)	(42.7)	1,647	2,762	(1,114)	(40.3)	3,173	5,763	(2,590)	(44.9)
Parcel Select Mail: Total Parcel Select Mail	1,050	1,469	(420)	(28.6)	462	680	(218)	(32.1)	507	805	(298)	(37.1)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)
Other Competitive Revenue												
Total Competitive Revenue	6,179	12,056	(5,877)	(48.7)	1,014	1,871	(857)	(45.8)	1,575	3,910	(2,336)	(59.7)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	5,010,219	5,283,937	(273,718)	(5.2)	3,271,045	3,505,492	(234,447)	(6.7)	195,536	203,343	(7,807)	(3.8)
Total All Services	11,757	17,276	(5,518)	(31.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,021,976	5,301,213	(279,237)	(5.3)	6,567,393	7,152,323	(584,930)	(8.2)	389,648	410,839	(21,192)	(5.2)
Total All Other Revenue												
Total All Revenue	5,021,976	5,301,213	(279,237)	(5.3)								

**TABLE 3-C**  
**IBI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	916,937	950,840	(33,903)	(3.6)	1,781,846	1,966,475	(184,629)	(9.4)	62,328	67,742	(5,413)	(8.0)
Single-Piece Cards	21,469	24,848	(3,379)	(13.6)	61,739	73,712	(11,973)	(16.2)	386	461	(75)	(16.2)
Total Single-Piece Letters and Cards	938,406	975,688	(37,282)	(3.8)	1,843,585	2,040,187	(196,603)	(9.6)	62,714	68,202	(5,488)	(8.0)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	315,706	317,065	(1,359)	(0.4)	192,305	205,794	(13,489)	(6.6)	43,951	46,896	(2,944)	(6.3)
Parcels	50,751	51,392	(641)	(1.2)	21,022	22,721	(1,700)	(7.5)	6,508	7,318	(810)	(11.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	222	(222)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,304,863	1,344,367	(39,504)	(2.9)	2,056,911	2,268,702	(211,791)	(9.3)	113,173	122,416	(9,243)	(7.6)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	94	(94)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	94	(94)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	145	(145)	(100.0)	0	59	(59)	(100.0)	0	73	(73)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	48,568	53,218	(4,649)	(8.7)	13,349	15,764	(2,415)	(15.3)	30,323	35,350	(5,027)	(14.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	48,568	53,363	(4,794)	(9.0)	13,349	15,823	(2,474)	(15.6)	30,323	35,423	(5,100)	(14.4)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	1,353,431	1,397,823	(44,392)	(3.2)	2,070,260	2,284,525	(214,265)	(9.4)	143,497	157,839	(14,342)	(9.1)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	1,540,438	1,590,717	(50,279)	(3.2)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	1,540,438	1,590,717	(50,279)	(3.2)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	283,707	247,005	36,702	14.9	120,915	111,532	9,383	8.4	41,927	38,227	3,700	9.7
Standard Post Mail: Total Standard Post	9,017	17,343	(8,326)	(48.0)	1,175	1,785	(611)	(34.2)	4,349	7,174	(2,826)	(39.4)
Priority Mail: Total Priority Mail	1,014,090	954,915	59,174	6.2	147,468	140,865	6,604	4.7	305,084	265,776	39,308	14.8
Parcel Select Mail: Total Parcel Select Mail	33,909	42,460	(8,551)	(20.1)	2,602	3,366	(764)	(22.7)	15,854	20,082	(4,228)	(21.1)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9
Other Competitive Revenue												
Total Competitive Revenue	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9



**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	2,694,154	2,659,547	34,607	1.3	2,342,420	2,542,073	(199,653)	(7.9)	510,711	489,098	21,613	4.4
Total All Services	187,007	192,894	(5,887)	(3.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,881,160	2,852,440	28,720	1.0	2,342,420	2,542,073	(199,653)	(7.9)	510,711	489,098	21,613	4.4
Total All Other Revenue												
Total All Revenue	2,881,160	2,852,440	28,720	1.0								

**TABLE 3-C**  
**IBI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	3,853,667	3,950,782	(97,115)	(2.5)	7,667,143	8,228,503	(561,361)	(6.8)	264,691	283,240	(18,549)	(6.5)
Single-Piece Cards	89,181	101,326	(12,145)	(12.0)	259,290	304,386	(45,096)	(14.8)	1,621	1,902	(282)	(14.8)
Total Single-Piece Letters and Cards	3,942,848	4,052,108	(109,260)	(2.7)	7,926,433	8,532,889	(606,456)	(7.1)	266,312	285,142	(18,831)	(6.6)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,329,428	1,395,043	(65,615)	(4.7)	827,111	908,911	(81,800)	(9.0)	189,074	206,792	(17,718)	(8.6)
Parcels	213,866	216,814	(2,948)	(1.4)	90,811	97,537	(6,726)	(6.9)	28,492	31,132	(2,640)	(8.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	698	(698)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,486,142	5,664,663	(178,521)	(3.2)	8,844,355	9,539,337	(694,983)	(7.3)	483,878	523,067	(39,189)	(7.5)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	178	(178)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	178	(178)	(100.0)	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	89,562	(89,562)	(100.0)	0	9,225	(9,225)	(100.0)	0	42,377	(42,377)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	673	(673)	(100.0)	0	281	(281)	(100.0)	0	280	(280)	(100.0)
Bound Printed Matter Parcels	0	443	(443)	(100.0)	0	131	(131)	(100.0)	0	253	(253)	(100.0)
Media and Library Mail	187,812	194,474	(6,662)	(3.4)	53,894	59,061	(5,167)	(8.7)	115,039	126,704	(11,665)	(9.2)
Package Services Mail Fees	0	33	(33)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	187,812	285,185	(97,373)	(34.1)	53,894	68,699	(14,805)	(21.6)	115,039	169,613	(54,573)	(32.2)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	5,673,954	5,950,026	(276,072)	(4.6)	8,898,249	9,608,036	(709,788)	(7.4)	598,918	692,680	(93,762)	(13.5)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	6,432,247	6,686,783	(254,537)	(3.8)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	6,432,247	6,686,783	(254,537)	(3.8)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	283,707	247,005	36,702	14.9	120,915	111,532	9,383	8.4	41,927	38,227	3,700	9.7
Standard Post Mail: Total Standard Post	18,241	34,803	(16,563)	(47.6)	2,341	3,572	(1,231)	(34.5)	9,013	14,502	(5,489)	(37.8)
Priority Mail: Total Priority Mail	1,825,637	1,769,727	55,910	3.2	266,934	260,779	6,155	2.4	535,442	489,587	45,855	9.4
Parcel Select Mail: Total Parcel Select Mail	74,605	57,955	16,650	28.7	4,767	4,641	126	2.7	29,064	27,007	2,058	7.6
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9
Other Competitive Revenue												
Total Competitive Revenue	1,340,722	1,261,723	78,999	6.3	272,160	257,548	14,612	5.7	367,214	331,259	35,955	10.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	7,014,676	7,211,749	(197,073)	(2.7)	2,342,420	2,542,073	(199,653)	(7.9)	510,711	489,098	21,613	4.4
Total All Services	758,293	736,757	21,536	2.9	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,772,969	7,948,506	(175,538)	(2.2)	4,670,096	5,130,857	(460,761)	(9.0)	974,854	958,223	16,631	1.7
Total All Other Revenue												
Total All Revenue	7,772,969	7,948,506	(175,538)	(2.2)								

**TABLE 3-D**  
**PVI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
First-Class Mail:												
Single-Piece Letters	9,069	8,848	221	2.5	14,948	15,582	(634)	(4.1)	912	936	(24)	(2.6)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	9,069	8,848	221	2.5	14,948	15,582	(634)	(4.1)	912	936	(24)	(2.6)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	33,749	29,330	4,419	15.1	19,971	18,495	1,476	8.0	4,906	4,484	422	9.4
Parcels	65,372	62,160	3,212	5.2	23,035	24,321	(1,286)	(5.3)	7,482	7,865	(383)	(4.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	8	(8)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	108,191	100,346	7,845	7.8	57,954	58,398	(444)	(0.8)	13,300	13,286	14	0.1
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	19,446	21,236	(1,790)	(8.4)	4,898	5,752	(854)	(14.8)	15,847	18,113	(2,266)	(12.5)
Package Services Mail Fees	0	3	(3)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	19,446	21,239	(1,793)	(8.4)	4,898	5,752	(854)	(14.8)	15,847	18,113	(2,266)	(12.5)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	127,637	121,585	6,052	5.0	62,852	64,149	(1,297)	(2.0)	29,147	31,399	(2,251)	(7.2)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	207,970	203,134	4,837	2.4								
Other Market Dominant Revenue												
Total Market Dominant Revenue	207,970	203,134	4,837	2.4								



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail: Total Standard Post	89,597	100,753	(11,156)	(11.1)	5,620	6,233	(613)	(9.8)	37,941	51,841	(13,899)	(26.8)
Priority Mail: Total Priority Mail	406,959	375,264	31,695	8.4	44,288	40,987	3,301	8.1	117,875	107,106	10,769	10.1
Parcel Select Mail: Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)
Other Competitive Revenue												
Total Competitive Revenue	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	624,193	597,601	26,592	4.4	112,760	111,370	1,390	1.2	184,964	190,346	(5,382)	(2.8)
Total All Services	80,333	81,549	(1,215)	(1.5)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	704,526	679,150	25,377	3.7	112,760	111,370	1,390	1.2	184,964	190,346	(5,382)	(2.8)
Total All Other Revenue												
Total All Revenue	704,526	679,150	25,377	3.7								

**TABLE 3-D**  
**PVI MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	42,861	41,942	919	2.2	71,737	73,815	(2,077)	(2.8)	4,414	4,502	(88)	(1.9)
Single-Piece Cards	5	2	3	131.0	15	7	8	124.0	0	0	0	124.0
Total Single-Piece Letters and Cards	42,866	41,944	921	2.2	71,752	73,821	(2,069)	(2.8)	4,415	4,502	(87)	(1.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	153,656	135,685	17,970	13.2	93,189	87,022	6,167	7.1	22,499	20,523	1,976	9.6
Parcels	279,082	266,182	12,899	4.8	101,702	105,789	(4,088)	(3.9)	33,304	34,401	(1,097)	(3.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	28	(28)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	475,603	443,840	31,763	7.2	266,643	266,632	10	0.0	60,217	59,426	791	1.3
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	198,199	(198,199)	(100.0)	0	16,742	(16,742)	(100.0)	0	115,464	(115,464)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	73,252	78,464	(5,212)	(6.6)	19,340	21,963	(2,623)	(11.9)	58,327	65,458	(7,131)	(10.9)
Package Services Mail Fees	0	22	(22)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	73,252	276,685	(203,433)	(73.5)	19,340	38,705	(19,365)	(50.0)	58,327	180,922	(122,595)	(67.8)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Free Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Market Dominant Mail	548,855	720,525	(171,670)	(23.8)	285,983	305,338	(19,355)	(6.3)	118,544	240,348	(121,804)	(50.7)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	906,871	1,092,654	(185,783)	(17.0)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	906,871	1,092,654	(185,783)	(17.0)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Post Mail: Total Standard Post	174,891	196,915	(22,024)	(11.2)	11,030	12,367	(1,336)	(10.8)	73,561	100,458	(26,897)	(26.8)
Priority Mail: Total Priority Mail	866,685	796,884	69,801	8.8	95,124	87,976	7,149	8.1	245,452	226,669	18,783	8.3
Parcel Select Mail: Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)
Other Competitive Revenue												
Total Competitive Revenue	496,556	476,016	20,540	4.3	49,908	47,221	2,687	5.7	155,817	158,947	(3,130)	(2.0)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	1,045,411	1,196,542	(151,130)	(12.6)	112,760	111,370	1,390	1.2	184,964	190,346	(5,382)	(2.8)
Total All Services	358,016	372,129	(14,113)	(3.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,403,427	1,568,670	(165,243)	(10.5)	237,692	233,307	4,386	1.9	364,750	371,648	(6,898)	(1.9)
Total All Other Revenue												
Total All Revenue	1,403,427	1,568,670	(165,243)	(10.5)								



**TABLE 3-E**  
**PERMIT IMPRINT MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	146,486	140,534	5,952	4.2	290,163	297,216	(7,053)	(2.4)	11,693	12,353	(660)	(5.3)
Single-Piece Cards	12,304	12,304	0	0.0	36,537	37,509	(973)	(2.6)	260	269	(9)	(3.4)
Total Single-Piece Letters and Cards	158,790	152,838	5,952	3.9	326,699	334,725	(8,026)	(2.4)	11,953	12,622	(669)	(5.3)
Presort Letters	2,485,039	2,363,073	121,967	5.2	6,355,661	6,342,486	13,176	0.2	358,866	350,656	8,210	2.3
Presort Cards	139,557	136,406	3,151	2.3	537,887	559,946	(22,059)	(3.9)	4,392	4,572	(180)	(3.9)
Total Presort Letters and Cards	2,624,597	2,499,478	125,118	5.0	6,893,548	6,902,432	(8,883)	(0.1)	363,258	355,228	8,030	2.3
Flats	138,999	125,860	13,139	10.4	107,908	106,974	935	0.9	23,362	23,069	293	1.3
Parcels	11,319	5,594	5,725	102.3	4,046	2,275	1,771	77.8	857	643	214	33.4
Domestic Negotiated Serv. Agreement Mail	0	14,986	(14,986)	(100.0)	0	50,849	(50,849)	(100.0)	0	3,194	(3,194)	(100.0)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	14,408	(14,408)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,933,704	2,813,163	120,541	4.3	7,332,202	7,397,255	(65,053)	(0.9)	399,430	394,756	4,674	1.2
<b>Standard Mail:</b>												
High Density and Saturation Letters	224,065	204,880	19,185	9.4	1,488,393	1,448,876	39,518	2.7	62,233	77,771	(15,538)	(20.0)
High Density and Saturation Flats & Parcels	508,639	485,248	23,391	4.8	2,801,493	2,798,349	3,144	0.1	511,857	524,490	(12,633)	(2.4)
Carrier Route	558,258	559,177	(919)	(0.2)	2,061,895	2,164,804	(102,909)	(4.8)	449,818	495,186	(45,368)	(9.2)
Letters	2,286,600	2,136,988	149,612	7.0	10,722,160	10,491,501	230,659	2.2	538,541	559,333	(20,792)	(3.7)
Flats	500,634	514,665	(14,031)	(2.7)	1,212,960	1,325,886	(112,926)	(8.5)	320,630	344,630	(24,000)	(7.0)
Parcels	17,674	16,709	964	5.8	17,303	17,395	(92)	(0.5)	6,211	5,766	444	7.7
Every Door Direct Mail Retail	34,748	34,100	647	1.9	198,557	213,127	(14,570)	(6.8)	25,185	27,033	(1,848)	(6.8)
Domestic Negotiated Serv. Agreement Mail	15,941	52,757	(36,816)	(69.8)	66,401	269,517	(203,116)	(75.4)	13,498	11,543	1,954	16.9
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	1,436	(1,436)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	4,146,560	4,005,962	140,598	3.5	18,569,161	18,729,454	(160,293)	(0.9)	1,927,972	2,045,752	(117,780)	(5.8)
<b>Periodicals Mail:</b>												
In-County	16,525	16,111	414	2.6	144,949	149,143	(4,194)	(2.8)	41,457	42,858	(1,401)	(3.3)
Outside County	385,513	380,821	4,693	1.2	1,320,741	1,353,037	(32,296)	(2.4)	518,408	551,447	(33,039)	(6.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	402,039	396,932	5,107	1.3	1,465,690	1,502,180	(36,490)	(2.4)	559,865	594,305	(34,440)	(5.8)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	9,002	8,155	847	10.4	345	333	12	3.5	23,256	22,462	794	3.5
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	50,203	45,640	4,563	10.0	61,662	56,470	5,192	9.2	96,081	85,658	10,423	12.2
Bound Printed Matter Parcels	76,111	72,218	3,893	5.4	57,787	55,961	1,826	3.3	142,191	140,890	1,301	0.9
Media and Library Mail	8,410	8,417	(7)	(0.1)	2,212	2,479	(267)	(10.8)	7,026	8,009	(983)	(12.3)
Package Services Mail Fees	0	15	(15)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	143,726	134,444	9,282	6.9	122,006	115,243	6,763	5.9	268,554	257,019	11,535	4.5

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	80	91	(11)	(12.2)	371	420	(48)	(11.5)
Free Mail	0	0	0	0.0	79	28	51	180.8	85	28	58	208.1
Total Market Dominant Mail	7,626,028	7,350,501	275,527	3.7	27,489,218	27,744,252	(255,034)	(0.9)	3,156,279	3,292,280	(136,001)	(4.1)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	7,646,999	7,390,862	256,136	3.5								
Other Market Dominant Revenue												
Total Market Dominant Revenue	7,646,999	7,390,862	256,136	3.5								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	80,772	70,436	10,335	14.7	34,305	31,770	2,535	8.0	11,994	10,998	996	9.1
Standard Post Mail: Total Standard Post	2,877	2,705	173	6.4	307	396	(90)	(22.6)	1,234	769	465	60.4
Priority Mail: Total Priority Mail	171,552	164,215	7,336	4.5	22,990	22,633	356	1.6	61,696	56,182	5,514	9.8
Parcel Select Mail: Total Parcel Select Mail	591,241	474,884	116,357	24.5	362,988	312,504	50,483	16.2	605,761	488,304	117,457	24.1
Parcel Return Service Mail: Total Parcel Return Service Mail	33,923	30,419	3,504	11.5	13,631	12,424	1,207	9.7	41,431	37,644	3,787	10.1
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6
Other Competitive Revenue												
Total Competitive Revenue	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	8,506,393	8,093,160	413,233	5.1	27,923,438	28,123,980	(200,542)	(0.7)	3,878,394	3,886,176	(7,783)	(0.2)
Total All Services	20,971	40,362	(19,391)	(48.0)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	8,527,363	8,133,521	393,842	4.8	27,923,438	28,123,980	(200,542)	(0.7)	3,878,394	3,886,176	(7,783)	(0.2)
Total All Other Revenue												
Total All Revenue	8,527,363	8,133,521	393,842	4.8								

**TABLE 3-E**  
**PERMIT IMPRINT MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	612,552	581,186	31,365	5.4	1,235,065	1,234,667	398	0.0	49,676	52,389	(2,713)	(5.2)
Single-Piece Cards	49,320	48,418	902	1.9	147,849	149,041	(1,192)	(0.8)	1,054	1,073	(19)	(1.8)
Total Single-Piece Letters and Cards	661,872	629,604	32,267	5.1	1,382,914	1,383,708	(794)	(0.1)	50,730	53,462	(2,732)	(5.1)
Presort Letters	10,051,766	9,588,219	463,547	4.8	26,109,792	25,912,955	196,838	0.8	1,451,238	1,406,798	44,440	3.2
Presort Cards	550,813	579,693	(28,880)	(5.0)	2,167,760	2,389,970	(222,210)	(9.3)	17,699	19,513	(1,814)	(9.3)
Total Presort Letters and Cards	10,602,579	10,167,912	434,667	4.3	28,277,552	28,302,924	(25,372)	(0.1)	1,468,936	1,426,310	42,626	3.0
Flats	581,797	532,049	49,748	9.4	461,661	465,763	(4,102)	(0.9)	98,488	100,051	(1,563)	(1.6)
Parcels	44,659	32,207	12,452	38.7	16,622	13,268	3,355	25.3	3,390	3,807	(417)	(11.0)
Domestic Negotiated Serv. Agreement Mail	38,975	75,357	(36,381)	(48.3)	103,014	213,535	(110,521)	(51.8)	6,324	13,614	(7,290)	(53.5)
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	59,036	(59,036)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	11,929,882	11,496,165	433,717	3.8	30,241,764	30,379,198	(137,434)	(0.5)	1,627,867	1,597,244	30,623	1.9
<b>Standard Mail:</b>												
High Density and Saturation Letters	868,984	795,664	73,320	9.2	5,894,483	5,644,220	250,263	4.4	245,677	250,622	(4,946)	(2.0)
High Density and Saturation Flats & Parcels	2,005,277	1,929,637	75,640	3.9	11,276,986	11,336,407	(59,422)	(0.5)	2,036,809	2,050,829	(14,020)	(0.7)
Carrier Route	2,362,564	2,371,244	(8,680)	(0.4)	8,973,734	9,500,727	(526,993)	(5.5)	1,950,344	2,026,238	(75,894)	(3.7)
Letters	8,936,555	8,437,950	498,605	5.9	42,550,693	41,878,039	672,654	1.6	2,141,596	2,140,965	631	0.0
Flats	2,002,091	2,099,487	(97,396)	(4.6)	4,949,790	5,458,756	(508,966)	(9.3)	1,278,811	1,384,010	(105,199)	(7.6)
Parcels	67,193	69,522	(2,329)	(3.3)	65,338	71,394	(6,057)	(8.5)	22,987	22,889	97	0.4
Every Door Direct Mail Retail	149,000	138,418	10,582	7.6	890,148	890,154	(6)	(0.0)	112,906	112,907	(1)	(0.0)
Domestic Negotiated Serv. Agreement Mail	124,454	159,597	(35,143)	(22.0)	566,251	771,579	(205,328)	(26.6)	35,636	33,947	1,689	5.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	3,411	(3,411)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	16,516,118	16,004,929	511,190	3.2	75,167,423	75,551,277	(383,853)	(0.5)	7,824,766	8,022,407	(197,642)	(2.5)
<b>Periodicals Mail:</b>												
In-County	66,607	65,380	1,226	1.9	586,130	603,254	(17,124)	(2.8)	171,805	176,250	(4,444)	(2.5)
Outside County	1,552,222	1,586,133	(33,911)	(2.1)	5,458,584	5,755,719	(297,135)	(5.2)	2,103,172	2,246,058	(142,886)	(6.4)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,618,829	1,651,514	(32,685)	(2.0)	6,044,715	6,358,973	(314,259)	(4.9)	2,274,977	2,422,307	(147,330)	(6.1)
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	33,107	42,030	(8,924)	(21.2)	1,290	2,522	(1,232)	(48.8)	87,002	92,638	(5,636)	(6.1)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	201,903	183,842	18,061	9.8	249,743	229,216	20,527	9.0	392,469	350,348	42,121	12.0
Bound Printed Matter Parcels	272,293	273,609	(1,316)	(0.5)	211,974	216,089	(4,115)	(1.9)	523,590	567,994	(44,403)	(7.8)
Media and Library Mail	40,208	34,561	5,647	16.3	11,031	10,637	395	3.7	33,317	31,687	1,630	5.1
Package Services Mail Fees	0	63	(63)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	547,511	534,106	13,405	2.5	474,038	458,464	15,575	3.4	1,036,378	1,042,667	(6,289)	(0.6)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	373	429	(56)	(13.1)	1,673	1,801	(128)	(7.1)
Free Mail	0	0	0	0.0	203	274	(71)	(25.9)	309	329	(20)	(6.0)
Total Market Dominant Mail	30,612,340	29,686,713	925,627	3.1	111,928,516	112,748,615	(820,098)	(0.7)	12,765,970	13,086,755	(320,785)	(2.5)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	30,723,927	29,849,103	874,824	2.9								
Other Market Dominant Revenue												
Total Market Dominant Revenue	30,723,927	29,849,103	874,824	2.9								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	86,101	71,239	14,862	20.9	35,998	32,073	3,925	12.2	13,028	11,177	1,851	16.6
Standard Post Mail: Total Standard Post	6,551	6,090	462	7.6	733	860	(127)	(14.7)	2,934	1,870	1,064	56.9
Priority Mail: Total Priority Mail	317,125	303,825	13,300	4.4	42,162	41,528	634	1.5	108,822	100,953	7,868	7.8
Parcel Select Mail: Total Parcel Select Mail	856,952	709,087	147,865	20.9	566,835	509,077	57,758	11.3	723,885	603,415	120,470	20.0
Parcel Return Service Mail: Total Parcel Return Service Mail	37,749	43,293	(5,544)	(12.8)	14,823	17,796	(2,973)	(16.7)	46,208	52,107	(5,899)	(11.3)
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6



**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6
Other Competitive Revenue												
Total Competitive Revenue	880,364	742,659	137,705	18.5	434,220	379,728	54,492	14.4	722,115	593,896	128,219	21.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	31,492,704	30,429,372	1,063,333	3.5	27,923,438	28,123,980	(200,542)	(0.7)	3,878,394	3,886,176	(7,783)	(0.2)
Total All Services	111,587	162,390	(50,803)	(31.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	31,604,292	30,591,762	1,012,530	3.3	55,333,824	55,298,379	35,445	0.1	7,544,683	7,504,883	39,800	0.5
Total All Other Revenue												
Total All Revenue	31,604,292	30,591,762	1,012,530	3.3								

**TABLE 3-F**  
**OTHER INDICIA MAIL\***  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
<b>First-Class Mail:</b>												
Single-Piece Letters	3,099	5,990	(2,891)	(48.3)	5,837	12,472	(6,634)	(53.2)	225	420	(195)	(46.5)
Single-Piece Cards	118	391	(273)	(69.9)	314	1,178	(864)	(73.3)	2	7	(5)	(73.3)
Total Single-Piece Letters and Cards	3,217	6,381	(3,164)	(49.6)	6,151	13,650	(7,498)	(54.9)	227	428	(201)	(47.0)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,196	1,601	(404)	(25.3)	630	972	(343)	(35.2)	182	259	(77)	(29.8)
Parcels	689	954	(265)	(27.8)	231	345	(114)	(33.0)	82	130	(47)	(36.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	129	(129)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,102	9,065	(3,963)	(43.7)	7,012	14,967	(7,955)	(53.1)	491	816	(325)	(39.8)
<b>Standard Mail:</b>												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Periodicals Mail:</b>												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
<b>Package Services Mail:</b>												
Parcel Post / Alaska Bypass	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	81	(81)	(100.0)	0	33	(33)	(100.0)	0	38	(38)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	119	342	(222)	(65.0)	27	97	(70)	(72.0)	95	277	(182)	(65.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	119	422	(303)	(71.7)	27	130	(103)	(79.1)	95	315	(220)	(69.9)

**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	81,142	243,324	(162,183)	(66.7)	32,039	40,899	(8,861)	(21.7)
Free Mail	0	0	0	0.0	12,150	14,719	(2,570)	(17.5)	5,975	6,795	(821)	(12.1)
Total Market Dominant Mail	5,222	9,488	(4,266)	(45.0)	100,331	273,141	(172,810)	(63.3)	38,599	48,826	(10,227)	(20.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	6,673	10,707	(4,034)	(37.7)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	6,673	10,707	(4,034)	(37.7)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express: Total Priority Mail Express												
First-Class Package Service: Total First Class Package Service	57	153	(97)	(63.1)	27	79	(52)	(65.6)	13	32	(18)	(57.7)
Standard Post Mail: Total Standard Post	144	1,145	(1,001)	(87.4)	15	131	(116)	(88.5)	41	571	(530)	(92.8)
Priority Mail: Total Priority Mail	4,143	4,526	(383)	(8.5)	499	618	(120)	(19.4)	1,522	1,028	493	48.0
Parcel Select Mail: Total Parcel Select Mail	68	1,867	(1,799)	(96.3)	8	181	(173)	(95.3)	4	505	(502)	(99.3)
Parcel Return Service Mail: Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail: Outbound Priority Mail International Outbound International Expedited Services Other Outbound International Mail Inbound International International Mail Fees Total International Mail												
Total Competitive Mail	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)
Other Competitive Revenue												
Total Competitive Revenue	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4**  
**FISCAL YEAR 2014 (Jul. 1, 2014-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013		FY 2014		FY 2014 over FY 2013	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	9,634	17,179	(7,545)	(43.9)	100,880	274,151	(173,270)	(63.2)	40,179	50,962	(10,784)	(21.2)
Total All Services	1,451	1,219	231	19.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,085	18,399	(7,314)	(39.8)	100,880	274,151	(173,270)	(63.2)	40,179	50,962	(10,784)	(21.2)
Total All Other Revenue												
Total All Revenue	11,085	18,399	(7,314)	(39.8)								

**TABLE 3-F**  
**OTHER INDICIA MAIL**  
**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent	FY 2014	FY 2013	Amount	Percent
First-Class Mail:												
Single-Piece Letters	17,215	20,605	(3,390)	(16.5)	33,891	42,957	(9,066)	(21.1)	1,316	1,542	(225)	(14.6)
Single-Piece Cards	617	1,226	(609)	(49.7)	1,687	3,487	(1,801)	(51.6)	11	22	(11)	(51.6)
Total Single-Piece Letters and Cards	17,832	21,831	(3,999)	(18.3)	35,578	46,444	(10,866)	(23.4)	1,327	1,564	(237)	(15.1)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	5,325	5,982	(657)	(11.0)	2,793	3,792	(999)	(26.3)	721	950	(229)	(24.1)
Parcels	3,409	3,400	9	0.3	1,171	1,251	(79)	(6.4)	425	466	(41)	(8.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	865	(865)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	26,565	32,078	(5,513)	(17.2)	39,542	51,487	(11,945)	(23.2)	2,473	2,980	(507)	(17.0)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Every Door Direct Mail Retail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Parcel Post / Alaska Bypass	0	1,912	(1,912)	(100.0)	0	248	(248)	(100.0)	0	1,069	(1,069)	(100.0)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	217	(217)	(100.0)	0	99	(99)	(100.0)	0	124	(124)	(100.0)
Bound Printed Matter Parcels	0	506	(506)	(100.0)	0	156	(156)	(100.0)	0	489	(489)	(100.0)
Media and Library Mail	823	1,346	(523)	(38.8)	238	410	(172)	(42.0)	574	987	(414)	(41.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	823	3,980	(3,157)	(79.3)	238	912	(675)	(73.9)	574	2,670	(2,096)	(78.5)



**MARKET DOMINANT PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
U.S. Postal Service Mail	0	0	0	0.0	453,885	630,918	(177,033)	(28.1)	112,007	148,385	(36,378)	(24.5)
Free Mail	0	0	0	0.0	47,177	54,240	(7,063)	(13.0)	21,153	22,683	(1,530)	(6.7)
Total Market Dominant Mail	27,389	36,059	(8,670)	(24.0)	540,842	737,556	(196,715)	(26.7)	136,207	176,718	(40,511)	(22.9)
Ancillary Services:												
Certified Mail												
Collect on Delivery												
USPS Tracking												
Insurance												
Registered Mail												
Return Receipts												
Stamped Envelopes and Cards												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Money Orders												
Post Office Box Service												
Other Domestic Special Services												
Other International Special Services												
Total Additional Special Services												
Total Market Dominant Services												
Total Market Dominant Mail and Services	34,898	41,370	(6,473)	(15.6)								
Other Market Dominant Revenue												
Total Market Dominant Revenue	34,898	41,370	(6,473)	(15.6)								

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Priority Mail Express:												
Total Priority Mail Express												
First-Class Package Service:												
Total First Class Package Service	57	153	(97)	(63.1)	27	79	(52)	(65.6)	13	32	(18)	(57.7)
Standard Post Mail:												
Total Standard Post	685	2,120	(1,435)	(67.7)	86	250	(164)	(65.7)	339	995	(656)	(65.9)
Priority Mail:												
Total Priority Mail	8,204	8,487	(283)	(3.3)	1,024	1,154	(130)	(11.3)	2,658	2,080	578	27.8
Parcel Select Mail:												
Total Parcel Select Mail	1,453	2,970	(1,517)	(51.1)	146	300	(154)	(51.3)	310	692	(382)	(55.2)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Other Outbound International Mail												
Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)

**COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent	FY 2014	FY 2013	FY 2014 over FY 2013 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services												
Total Competitive Mail and Services	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)
Other Competitive Revenue												
Total Competitive Revenue	4,412	7,692	(3,279)	(42.6)	549	1,010	(460)	(45.6)	1,580	2,137	(557)	(26.1)

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS**  
**FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD**  
**FISCAL YEAR 2014 (Oct. 1, 2013-Sep. 30, 2014) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2013**  
**(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013		FY 2014	FY 2013	FY 2014 over FY 2013	
			Amount	Percent			Amount	Percent			Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	31,801	43,750	(11,950)	(27.3)	100,880	274,151	(173,270)	(63.2)	40,179	50,962	(10,784)	(21.2)
Total All Services	7,509	5,312	2,198	41.4	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	39,310	49,062	(9,752)	(19.9)	218,768	377,774	(159,006)	(42.1)	74,248	90,234	(15,987)	(17.7)
Total All Other Revenue												
Total All Revenue	39,310	49,062	(9,752)	(19.9)								

**TABLE 4**  
**PERCENTAGE OF MAIL DELIVERED WITHIN SPECIFIED NUMBER OF DAYS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 4 FY 2014**

GROUP	AVERAGE DAYS TO DELIVERY	1 DAY	2 DAYS	3 DAYS	4 DAYS	5 DAYS	6 DAYS	7 DAYS	8 DAYS	9 DAYS	10 DAYS
All First-Class Single Piece	2	44.3	76	92.3	96.7	98.1	98.8	99.2	99.4	99.6	99.7
Letters	1.9	46.3	78.1	93.7	97.5	98.5	99.1	99.3	99.5	99.7	99.8
Cards	1.5	69.4	88.8	96.4	98.1	98.7	99.3	99.5	99.6	99.7	99.8
Flats	2.4	31	64	85.2	93.2	96.3	97.8	98.6	99.1	99.3	99.4
Parcels	2.9	9.8	52.4	78.4	89.6	94.3	96.6	97.7	98.4	99	99.3
All First-Class Presort/Auto	2.4	20.5	58.6	87.9	96.5	98.5	99.4	99.7	99.8	99.9	99.9
Letters	2.4	20.7	59	88.3	96.7	98.6	99.4	99.7	99.8	99.9	99.9
Cards	2.1	37.9	73.6	89.7	95.3	97.9	99.2	99.6	99.7	99.7	99.7
Flats	3	10.1	39.3	72.5	89.3	94.9	97.3	98.7	99.2	99.5	99.6
Parcel	2.8	9.1	56.8	81.6	90.9	94.5	97.5	98.2	98.5	99.1	99.3
All First-Class Combined	2.2	31.3	66.5	89.9	96.6	98.3	99.1	99.4	99.6	99.8	99.8
Letters	2.2	31.1	66.8	90.5	97	98.6	99.3	99.5	99.7	99.8	99.9
Cards	1.5	68	88.1	96.1	98	98.7	99.3	99.5	99.6	99.7	99.8
Flats	2.5	26.1	58.1	82.2	92.3	95.9	97.7	98.6	99.1	99.4	99.5
Parcels	2.9	9.8	52.5	78.4	89.6	94.3	96.6	97.7	98.4	99	99.3
All Package Services	4.4	5.4	21.3	37.4	56.1	74.7	87.2	92.5	95.4	96.8	97.7
Bound Printed Matter	3.5	12.6	39.6	56	71.9	83.8	92.5	97.9	98.2	98.4	99.3
Media Mail	4.5	4	18.5	34.7	54	73.5	86.7	92.2	95.2	96.8	97.8
Library Mail	3.4	19.1	42.9	60.9	73.3	86	92.5	96	97.1	97.5	98.1

**NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.**

**TABLE 5**  
**INTRA-PDC AND INTER-PDC VOLUME AND AVERAGE DAYS TO DELIVERY BY MAIL CLASS FOR**  
**STAMP AND METER MAIL**  
**QUARTER 4 FY 2014**

CLASS OF MAIL	% INTRA-PDC VOLUME	INTRA-PDC AVG DELIVERY DAYS	% INTER-PDC VOLUME	INTER-PDC AVG DELIVERY DAYS
FIRST-CLASS SINGLE PIECE	47.5	1.2	52.5	2.4
FIRST-CLASS PRESORT/AUTO	21.8	1.3	78.2	2.7
ALL FIRST-CLASS MAIL	38.1	1.2	61.9	2.5
BOUND PRINTED MATTER	17.2	1.8	82.8	4.1
MEDIA MAIL	5.8	2	94.2	4.6
LIBRARY MAIL	20.6	1.4	79.4	3.8

**NOTE:** Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to “stale” meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 6**  
**FIRST-CLASS SINGLE PIECE SERVICE**  
**SERVICE COMMITMENT ACHIEVEMENT**  
**STAMPED MAIL**  
**QUARTER 4 FY 2014**

	EACH AREA AS		ORIGIN	EACH AREA AS		DESTINATION	
-----	-----	-----	-----	-----	-----	-----	-----
PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT
-----	-----	-----	-----	-----	-----	-----	-----
NORTHEAST AREA	99	98	97	99	98	92	
EASTERN AREA	99	98	97	99	98	96	
WESTERN AREA	99	99	96	99	99	97	
PACIFIC AREA	99	98	96	99	98	97	
SOUTHWEST AREA	98	98	97	98	98	97	
GREAT LAKES	98	99	97	98	99	97	
CAPITAL METRO	98	98	97	98	98	97	
NATIONAL	98	98	96	98	98	96	

**NOTE:** Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 7  
FIRST-CLASS SINGLE PIECE SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 4 FY 2014**

	EACH AREA AS		ORIGIN	EACH AREA AS		DESTINATION	
	-----	-----	----	-----	-----	-----	-----
	PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	
	-----	-----	-----	-----	-----	-----	
NORTHEAST AREA	83	87	80	83	87	78	
EASTERN AREA	82	85	85	82	84	82	
WESTERN AREA	85	90	83	85	91	84	
PACIFIC AREA	84	86	80	84	86	83	
SOUTHWEST AREA	83	89	82	83	89	82	
GREAT LAKES	79	88	81	80	87	82	
CAPITAL METRO	76	86	82	76	87	82	
NATIONAL	82	87	82	82	87	82	

**NOTE:** Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.



**TABLE 8**  
**FIRST-CLASS SINGLE PIECE SERVICE**  
**SERVICE COMMITMENT ACHIEVEMENT**  
**STAMPED AND METERED MAIL**  
**QUARTER 4 FY 2014**

	EACH AREA AS		ORIGIN	EACH AREA AS		DESTINATION	
-----	-----	-----	-----	-----	-----	-----	-----
PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT
-----	-----	-----	-----	-----	-----	-----	-----
NORTHEAST AREA	90	92	89	90	92	85	
EASTERN AREA	91	92	91	91	92	90	
WESTERN AREA	92	95	90	92	95	91	
PACIFIC AREA	91	92	88	91	92	90	
SOUTHWEST AREA	91	94	90	91	94	90	
GREAT LAKES	90	95	90	90	95	92	
CAPITAL METRO	86	93	90	86	93	91	
NATIONAL	90	93	90	90	93	90	

**NOTE:** Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 9  
FIRST-CLASS PRESORT SERVICE  
SERVICE COMMITMENT ACHIEVEMENT  
METERED MAIL  
QUARTER 4 FY 2014**

	EACH AREA AS		ORIGIN	EACH AREA AS		DESTINATION	
-----	-----	-----	-----	-----	-----	-----	-----
PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT	PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT
-----	-----	-----	-----	-----	-----	-----	-----
NORTHEAST AREA	74	86	73	74	85	79	
EASTERN AREA	83	88	83	83	88	83	
WESTERN AREA	87	90	79	87	90	81	
PACIFIC AREA	65	91	77	65	91	81	
SOUTHWEST AREA	88	87	83	88	87	78	
GREAT LAKES	63	88	81	63	87	80	
CAPITAL METRO	65	84	79	65	84	80	
NATIONAL	78	87	80	78	87	80	

**NOTE:** Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.